
Paul Jones

Address Line 1, Address Line 2
County Durham, Post Code

Telephone: 0191 123456. Mobile: 07889 123456. E Mailto: pauljones123@email.com

BUSINESS DEVELOPMENT / ACCOUNT MANAGEMENT

Results orientated and well networked with an influential and pioneering approach to achieving business development. Broad range of experience from the creation of new market opportunities, expanding distribution and introducing new products, through to the establishment of effective sales force controls to developing the necessary management expertise for changing circumstances in the market place. Specializing in fabricating custom products and the know-how for problem solving solutions, focusing on the practical needs of companies developing their manufacturing capabilities. Believing the integrity of the sale enhances both profits and customer retention.

AREAS OF EXPERTISE

- Strategic planning / sales initiatives
- Maximizing sales/ exceeding targets
- Purchasing / distribution
- Identifying new markets
- Financial controls
- Marketing / promotions
- Business planning and reviews
- Account / business development
- Health and Safety
- Distribution
- Identifying customer needs
- Negotiation

PROFESSIONAL EXPERIENCE & SIGNIFICANT ACHIEVEMENTS

ASSISTANT MANAGER

2003 - 08

Write Company A Here

- Assisted in the design and refit of this successful retail unit.
- Introduced daily food delivery rounds.
- Improved participation of team members and implemented management initiatives.
- Reduced wastage by designing new efficient food storage systems for perishable and non-perishable food.
- Increased turnover year on year, consistently beating budgeted requirements. Increased average spend.
- Trained other staff to provide high levels of customer service.

ACCOUNT MANAGER (OWNER)

1995 - 03

Write Company B Here

- Won the Institute of Director Award for Job Creation.
 - Sourced all new accounts with some major companies including Via Systems and Rothmans.
 - Committed to excellence in the development and world-wide marketing of innovative and workable solutions within plastic design and fabrication
 - Provided consultancy and offer a range of ancillary materials to ensure the industry has the latest solutions available, covering every aspect of mould design and manufacture.
 - Identified new markets and introduced new products to the UK market place.
 - Project managed all new applications from design to completion after identifying new opportunities and validating customer needs.
 - Project managed and evaluated training programmes such as customer service, finance and budgeting, appraisal skills, trainer skills within demanding timescales.
 - Created and implemented account development strategies that significantly enhanced business growth.
 - Delivered end-user training solutions that met the needs of the customers' business and their staff.
 - Developed and executed business development plans / business reviews.
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PROFESSIONAL EXPERIENCE (CONT)

Company B

- ➔ Custom designed products, that obtained the highest quality fabrication available. Working together with engineers and designers, creating products that were specifically for the customer's unique environment.
- ➔ Conformed to the European Machinery Directive and CE legislation, assured that all equipment manufactured met all essential health and safety requirements.

Early Career:

Driver

Plastics (1989 - 95)

- Drove 7.5 tonne curtain sided wagon, delivering plastic to various fabricators.

Worked in Australia

various jobs (1988 - 89)

- Fulfilled ambition to travel and work in Australia with financial support from various employment.

Publican / Restaurant Manager / Licensee.

Durham (1983 - 88)

- Totally responsible for all management aspects of running this busy, hands-on position.

Milkman / Supervisor

Durham (1980 - 83)

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Personal

Date of birth: 1964

Marital status: Married

Interests / pastimes

Junior Vice Chair of Chester-le-Street Traders Association

Member of the Chester-le-Street, board of Remuneration Review Panel. (reviewing expenses and salaries paid to the local council)

Walking, Playing the Guitar.

Full Clean Driving licence.

References available on request.
