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# Jane Smith

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Address Line 1

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## INTERNATIONAL BUSINESS DEVELOPMENT DIRECTORSHIP

♦ Sales and Marketing - Account Management - General Management ♦

An influential International Business Development Manager with impressive demonstrated abilities that have been successfully applied in the growth of commercial enterprises within the garment industry. A Business Strategist able to envisage opportunities, manage change and forge effective supplier relationships. Now looking to make use of my areas of expertise and making a continued, significant contribution within a similar business development appointment. Especially keen re-locate in the Far East.

## AREAS OF EXPERTISE

- Business Development
- Operations management
- Negotiating / Purchasing
- Change Management
- Sales and Marketing
- Team Leadership / Development
- P&L / Budgeting
- I.T. / Administration
- Strategic Planning
- Presentations
- Report Writing
- Quality Assurance

## PROFESSIONAL DEVELOPMENT

**MBA**

Master in Business Administration

2000-03

## PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

### **DIRECTOR**

*Jan 04 - Present*

#### Company A

- Developed a range of products formal and casual / fashion shirts, shirt and tie sets, jacquard polo shirts, casual pants, sweatshirts.
- Sourced and procured business from new customers in Malaysia, Singapore, Philippines and Italy (in addition to developing existing customers in UK and Ireland).
- Sourced men's jackets for the UK importer, made in China and sold to leading UK retail groups including BHS, Burton, Littlewoods.
- Achieved substantial sales of garments for delivery to customers.
- Negotiated purchase prices and oversaw the imports and timely delivery of the goods to customers.
- Maintained and strengthened supplier relationships in China, negotiated 60 days DP sight trading terms.
- Sourced manufacturers of woolen duffle coats, overcoats car coats etc. on behalf of a leading UK importer whose customers for the above mentioned garments include Burton, Debenhams, BHS, Costco, and others.

### **BUSINESS DEVELOPMENT MANAGER**

*Apr 02 - Jan 04*

#### Company B, Hong Kong

- Introduced a range of new product areas whilst sourcing new customers for the production of ladies denim jeans, jersey wear, knitwear and jackets.
  - Established new sources of supply in China, set up UK branch office, and sourced menswear to supply to already known customers that I introduced to Company A.
  - Conceived and established own brand, John Curtis, to market menswear products to UK retail groups in the value and middle market sectors.
  - Established connection with existing factories, and sourced new factories in China to develop additional product areas in both men's and ladies wear.
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## PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS (CONTINUED)

### SENIOR ACCOUNT MANAGER (MENSWEAR)

*Dec 00 - Mar 02*

Company C.

- Developed various menswear products for BHS whilst ensuring the smooth fulfillment of orders.
- Negotiated prices with offices in Sri Lanka, Bangladesh, Turkey, and Mauritius.
- Introduced new suppliers of a knitted TTC golf shirt product for BHS.
- Introduced TJ Hughes as a customer to the company and developed their shirt and tie set orders.
- Introduced suppliers for casual shirts and knitwear at commercial prices that created an opportunity to develop that area of BHS business.

### BUSINESS DEVELOPMENT MANAGER

*Aug 94 - Oct 00*

Company D, London.

- Overseeing the day-to-day operations including shipping, banking, delivery, sales development, supplier and customer base enlargement.
- Introduced new knitted product areas to the company and managed to introduce such products to C&A.
- Sourced suppliers of new woven products and enlarged company customer base.

### GENERAL MANAGER

*1990 - 94*

Company E, London

- Primarily accountable for purchasing and sales. Sourced menswear products from Hong Kong, Indonesia, China, Korea, and Bangladesh.
- Managed UK and export sales.
- Project managed participation in trade shows.
- Devised and developed 'River Valley' brand to 350 independent retailers through a team of 8 sales agents.

## ONGOING ACHIEVEMENTS

- Recruiting administration and sales staff, creating and developing national sales teams. Motivation through personal commitment, enthusiasm and open communication of objectives.
- Negotiating sales [price and profit] with corporate clients, retail chains and wholesalers. Expertise in sourcing and purchasing agreements.
- Attracting and securing major new corporate accounts.
- Strategic planning from business start-up to restructuring and changing direction / business development.
- Conducting trade research, analyzing and identifying trends, product and range development, product positioning and merchandising.

## PERSONAL

*Born:* 1960.  
*Marital Status:* Married.

*References available on request.*

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