



Claire Molloy

Business Development Director

Stratford-upon-Avon CV37, UK

Claire is **Available to work**

[View profile on Dweet](#)

Work Preference

Location: Open to relocate

Pattern: Open to Full time or Part time work

Employment: Freelance Assignments, Hourly Consulting, Permanent Positions

Skills

- company director (Advanced)
- Business Development (Advanced)
- Business Development Consultancy (Advanced)
- model (Advanced)
- account manager (Advanced)
- Project Management (Advanced)

Languages

English

About

Inspiring leader with proven success evaluating business decision-making. Independent thinker, strong negotiator and open communicator. Strategy-focused professional driven to achieve valuable results.

BRANDS WORKED WITH

- Arc Displays Ltd
- Logistics Planning Consultants
- Minerva Industrial Systems
- Teklogix/psion Teklogix

Experience

- Business Development Manager/Marketing Director**
Teklogix/psion Teklogix |
Developed existing client pipeline to meet monthly targets.
 - Identified and closed new business opportunities through strategic networking, within the existing client bases.
 - Maintained client records in bespoke CRM systems, ensuring streamlined data processes for maximum efficiency.
 - Consistently exceeded revenue targets through existing account penetration and development.
 - Attended prominent industry trade shows, exhibitions and events across UK.
 - Prepared monthly sales forecast reports detailing key metrics to examine areas of improvement.
- Distribution Analyst**
Logistics Planning Consultants |
Working with blue chip companies, distribution modelling and route planning within the following areas - To optimise supply chain strategy
 - Warehouse Hub
 - Distribution Centre
 - Fulfilment Centre
- Company Director**
Arc Displays Ltd | Nov 2000 - Jun 2022
 -
 -
 -
 -
 -
 -
 -
 -
 -
 -
- Business Development Manager**
Minerva Industrial Systems | Mar 1996 - Sep 2000
Installation and project managed warehouse management software - RIMS/Robocom. In alliance with supporting and integrating with existing ERP systems.
 - Maintained working relationships with customers with the project installation cycle.
 - Designed training programmes tailored to company needs.