



# 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

- Business Development Strategy (Advanced)
- Logistical Planning (Advanced)
- Supply Chain Consulting (Advanced)
- Exhibition Management (Advanced)
- Project Management (Advanced)
- Marketing Management (Advanced)
- Training Coordination (Advanced)
- Pre-Sales Consulting (Advanced)

## Languages

English

## About

Professional summary

BRANDS WORKED WITH

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

## Experience

- Company Director**  
Arc Displays Ltd | Nov 2000 - Now
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- Business Development Manager/Marketing Director**  
Teklogix/psion Teklogix | Nov 2000 - Nov 2006
  - Developed existing client pipeline to meet monthly targets.
  - Identified and closed new business opportunities through strategic net-working, within the existing client bases.
  - Maintained client records in bespoke CRM systems, ensuring stream-lined 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.
- Business Development Manager**  
Minerva Industrial Systems | Aug 1996 - Oct 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.
- Distribution Analyst**  
Logistics Planning Consultants | May 1994 - Jun 1996
  - 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