

Eve Bannerman

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Qualifications

Robert Gordon University

International Business Management (1st Class Honours)

University Carlo Cattaneo University (Study Abroad)

Robert Gordon's College

- Advanced Highers: Business Management (A)
- Highers: English (B), Business(A), Geography (A), Biology(B), Psychology (A), RMPS (A), Latin (A)

Aberdeen, Scotland

Graduation Date: June 2022

Milan, Italy

Aberdeen, Scotland

Professional Summary

Experienced commercial professional with a background in international business management, specialising in customer service, effective collaboration, and stakeholder engagement. Skilled in customer communication, data visualisation, and teamwork, with a proven record of building strong relationships and delivering exceptional results. Adept at problem-solving, event organisation, and financial analysis, with a focus on delivering premium customer experiences.

WORK EXPERIENCE

Subsea7

Commercial Graduate – (Tendering, Sales and SCM)

London

August 2022 - Present

Customer Communication: Maintained strong communication with stakeholders through presentations and reports, ensuring clear and effective dialogue throughout the tendering process.

Coordination & Planning: Organised and managed risk and review meetings across various disciplines, facilitating smooth project flow and stakeholder engagement.

Data Analysis: Utilised PowerBI to analyse and interpret data, creating visually appealing dashboards that communicated key project metrics.

Team Collaboration: Worked with international teams, demonstrating flexibility in scheduling to accommodate diverse time zones and cultural differences.

Diversity & Inclusion: Active participant in diversity and inclusion initiatives, promoting a welcoming and equitable work environment.

Sangomar Project (SCM Rotation)

Procurement Management: Tracked and managed the full purchasing process, liaising with suppliers to ensure timely delivery and compliance with project targets.

Project Closeout: Coordinated the closeout of live projects through weekly reports, ensuring all procurement-related tasks were completed.

Attention to Detail: Engaged in contractual reviews and collaborated with stakeholders to align procurement strategy with project goals.

Business Development: Developed a luxury hamper product within a young enterprise team, continuing to grow the business after leaving school.

Event Organi: Spearheaded weekly meetings focused on trend analysis and market research. Organized over 20 market stall commitments to sell hampers.

Financial Management: Created financial documents such as profit/loss statements and cash flow statements, analysing trends to ensure financial health and sustainability.

Social Media Marketing: Utilised Facebook and Instagram to grow the business by 45-55%, leveraging social media insights to guide business strategy.

Customer Service: Maintained relationships with over 100 customers daily, providing exceptional service and efficient product deliveries. Achieved a customer satisfaction rating of over 90%.

SportStarsConsulting (Remote)

Intern

January 2022

Market Research: Conducted research on branding opportunities for female footballers, presenting recommendations to clients.

Contract Negotiation: Engaged in football contract negotiations, demonstrating strong attention to detail and customer focus.

Football Knowledge: Applied in-depth knowledge of football to create reports and support client needs.

University Technical Projects

Dissertation (A)

Title: Football Clubs, Sponsorship and factors driving Buyer Behavior

- Utilised academic journals and sports news to develop a literature review highlighting key topics such as: Football Sponsorship, Buyer Behavior, Social Identity Theory and Fan engagement
- Carried out field research using a mixed-method online survey and promoted it on multiple social media channels to target fans of three different football clubs
- Analysed the findings and chose suitable presentation methods in the form of pie-charts and bar charts to clearly demonstrate the research findings
- Concluded the dissertation using an abductive approach whereby findings from the literature review were analysed alongside the survey findings and new findings were highlighted as a suggestion of further research
- Concluded dissertation by drawing upon the evidence provided from both first and second hand research to shape any recommendations for further research

Skills & Certifications

Technical Skills: Microsoft Office (Excel, PowerPoint, Word), PowerBI, SAP ECC

Customer Service Skills: Strong communication, problem-solving, empathy, teamwork, data visualisation

Certifications: Mental Health First Aider, Full UK Driving License, OpenLearn: The Business of Football

