

Harold Simmons

Business Development Manager

AREAS OF EXPERTISE

Forward planning Project management Driving performance

Spotting business opportunities

Implementing plans Proficient communicator Mobile marketing Market intelligence Customer Focus

PROFESSIONAL

MBA

French speaker

PERSONAL SKILLS

Entrepreneurial spirit Persuasive & articulate

Relationship development Influencing skills

PERSONAL DETAILS

*Harold Simmons Harare, Zimbabwe
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Nationality: British

PERSONAL SUMMARY

A creative and inventive thinker, who craves a challenge and who is not afraid to work outside his comfort zone. Nigel is a motivated team player who consistently aims to push revenue expectations and exceed goals. He possesses superb communication skills and is someone who can build up rapport easily, open up clients, find out exactly what they need, and then present them with a wide range of services and solutions. Pragmatic and results orientated, with a focus on bottom line results, he has a track record of achieving and exceeding the standards of performance set out for any sales projects. He wants to develop his career in a fast moving environment, and is currently looking for a suitable position with a company that values passion, positivity, integrity and hard work.

CAREER HISTORY

PICZ – Lusaka

BUSINESS DEVELOPMENT MANAGER April 2009 – Dec 2022

Responsible for developing and maintaining commercially productive relationships with both new and old clients. Also in charge of identifying every sales lead and of making the most out of every opportunity to increase revenue and profitability.

Duties:

- Promote the company brand to key buyers, ensuring their knowledge is appropriate.
- Generating new business both in face to face meetings and over the phone.
- Writing up concise, value-based sales proposals.
- Replying to all customer enquiries in a timely and accurate manner.
- Writing up sales reports, activity reports and revenue forecasts.
- Completing all documentation and administrative records, fully and accurately.
- Developing and maintaining a database of all contacts.

Sales Agent – Lusaka

ASSISTANT MANAGER

Jan 2008 – March 2009

KEY SKILLS AND

COMPETENCIES

Business development attributes

- Possessing the financial acumen and commercial flair needed to understand diverse market and identify potential opportunities and new clients.
- Ensuring that projects are financially viable.
- Ability to react quickly to emergency situation or new opportunities.

customer requirements.

- Identifying the specific needs of customers, then creating bespoke solutions for them.
- Writing accurate reports through the detailed analysis of data.
- Sharing knowledge and expertise in a highly professional manner.
- Can quickly collate and prioritise data from different sources.

ACADEMIC QUALIFICATIONS

Birmingham North University ***2005 - 2008***
Business Management BA (Hons)

Birmingham South College ***2003 - 2005***
A Levels: Maths (B) English (A) Physics (C) Geography (A)

REFERENCES – Available on request

