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| **Simon Miles** | Bishops Waltham, Hampshire, SO32 1SF, UK ▪ 075-6682-0460  [simonmiles1000@gmail.com](mailto:simonmiles1000@gmail.com) ▪ [LinkedIn URL](https://www.linkedin.com/in/simon-miles-7985b04/?msgControlName=view_message&msgConversationId=6695459317413363712&msgOverlay=true) |

**Business Development Executive**

*Success-oriented and growth focused executive with extensive experience in business strategy and development and account management.*

Skilled in providing business support and improving operational efficiency to enhance quality, sustainability, development, and productivity initiatives. Remarkable acumen in leading large-scale business operations, implementing effective strategies and procedures, conducting research and development, and leading teams to achieve shared visions and goals. Adept at supervising due diligence process for potential acquisitions, ensuring efficient and high quality work, and recommending corrective strategies for process improvement.

**Highlights of Expertise**

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| * Business Planning & Development * Continuous Process Improvement * Operational Excellence * Strategic Planning & Execution * Sales & Marketing Management | * Revenue Generation * Account Management * Team Training & Leadership * Relationship Building * Effective Communication |

**Career Experience**

Deloitte, South East England

**SENIOR MANAGER - CLIENT & MARKETS SOUTH EAST** (Mar 2016 to Present)

Receive client and partner feedback on team ‘Best Ever’. Arrange Housing Datathon, PE Networks, and Next Gen FD program for region. Manage marketing program and maintain budget for smooth financial operation. Conduct recruitment, encourage, and lead a team of four members across five Offices.

* Exceeded revenue growth by 20% + as compared to previous profit margins through continuous process development.
* Organized business development programs that created four new client meetings each month and generated an annual win rate of £500k.

Deloitte, Reading & Southampton

**SENIOR MANAGER - BUSINESS DEVELOPMENT** (Jun 2006 to Jan 2016)

Organized business development and marketing programs for Deloitte in southern region based out of Reading and Southampton. Achieved business revenue targets successfully and managed bids and brand presence. Cultivated business development culture across office at all levels.

* Supervised and supported bids with a winning ratio of 40% as well as secured six audit clients.
* Subscriptions charges being over £1M each year.
* Generated at least one new opportunity and target meeting each week.
* Organised network events that included southern region CBI dinner for the region’s business leaders.

Additional Experience

**MANAGER - MARKETING & BUSINESS DEVELOPMENT** ▪ Grant Thornton, Thames Valley

**HEAD OF NATIONAL ACCOUNTS** ▪ Avis, Heathrow

**ACCOUNT MANAGER** ▪ KPMG, London

**SALES MANAGER UK AND GLOBAL SALES MANAGER** ▪ Cathay Pacific Airways, London & Hong Kong

**MEMBER OF THE CHARTERED INSTITUTE OF MARKETING**

**Education & Credentials**

Diploma in Marketing

*Southampton Solent University, Southampton, UK*

Post Graduate Diploma – Tourism Management

*Bournemouth University, UK*

HND Business & Finance

*Birmingham City University, UK*