

ABOUT ME

I am a seasoned professional with extensive experience in the dynamic Security and Business Development sectors. My strong interpersonal and management skills, along with a tactical, diplomatic, and approachable personality, enable me to effectively lead teams and prioritise tasks. I excel at making informed decisions while maintaining composure in challenging situations, driving significant business growth and operational success. I am now seeking new challenges to further elevate my career in business development and security management.

EDUCATION

Stanwell Comprehensive School,
Penarth /
Penarth /
1979

English, Math, PE, Metal and Wood
Work, Geography

SKILLS

CTC ACCREDITED (CRAFT TRAINER
CERTIFICATE - ONE-ON-ONE TRAINING)

G.T.T ACCREDITED (GROUP TRAINING
TECHNIQUES)

NVQ ASSESSOR & INTERNAL VERIFIER

SIA UK SECURITY CERTIFICATE

VARIOUS AVIATION SECURITY
CERTIFICATIONS (LEVELS 1-5)

NATIONAL X-RAY COMPETENCY TESTING
ADMINISTRATOR

RECOGNITION OF FIREARMS & EXPLOSIVE
DEVICES ACCREDITED

THREAT WARNING ASSESSOR & TRAINER

RISK ASSESSOR CERTIFIED


MANUAL HANDLING TRAINER


AUDITING TECHNIQUE (BAYWATER)


ROYAL SOCIETY FOR THE PREVENTION OF
ACCIDENTS

MARCO
SWAINE

BUSINESS DEVELOPMENT MANAGER

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WORK EXPERIENCE

VELOCITY CHECK

London
Jan 2024 - Present

Business Development Manager

Business Development Manager – Velocity Check
January 2024 – Present

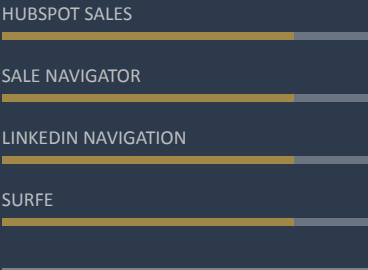
- Led the launch of new security services across multiple European markets, significantly enhancing Velocity Check’s market presence and expanding its footprint.
- Strategically leveraged LinkedIn Sales Navigator and Surfe to identify and engage key prospects across diverse regions, while integrating HubSpot to streamline CRM processes for efficient lead management and follow-up.
- Drove substantial business growth by identifying key opportunities in the European Cyber Security sector, utilizing LinkedIn’s advanced search features to target decision-makers and influencers, resulting in a 30% increase in contract acquisitions.
- Cultivated and maintained strong client relationships across Europe by conducting regular performance reviews and reports, ensuring high client satisfaction. HubSpot’s automated reporting tools and Surfe’s activity tracking enabled timely engagement, fostering transparency and trust.
- Developed and implemented innovative security solutions tailored to European clients’ needs, effectively reducing operational risks and addressing specific regional challenges.
- Collaborated closely with cross-functional teams, using LinkedIn Sales Navigator for market research and HubSpot for lead nurturing to ensure that security solutions were aligned with client pain points in various regions.
- Worked with marketing and operations teams to align business strategies with evolving European market trends. Leveraged HubSpot’s analytics tools to evaluate campaign effectiveness across different countries, making real-time adjustments based on LinkedIn insights to stay ahead of competitors.
- Successfully launched new security services across Europe, utilizing Surfe for prospecting and LinkedIn for outreach, significantly boosting market presence and driving rapid scaling of operations across key European verticals.

BOSCH

Jan 2023 - Present

Business Development Manager

- Developed and executed strategic business plans to expand Bosch's security and building technologies portfolio across various regions.
- Identified new markets and partnerships, leading to a 15% revenue growth within the first year.
- Collaborated with cross-functional teams to implement new security solutions, increasing client retention by 20%.
- Led key negotiations with corporate clients, successfully securing multi-million-euro contracts.



LANGUAGE



HOBBIES

RUGBY,EQUESTRIAN,COOKING FOR FRIENDS AND FAMILY,SOCIALIZING

GUARDIA SUPPORT
(SOUTH AFRICA/GREECE)
Present

- Provided ongoing training and support to the sales team to optimize performance and meet annual KPIs.

Freelance Security Consultant

- Provided expert consulting services to streamline security operations across multiple sites.
- Audited and updated processes to ensure compliance with industry standards, enhancing operational efficiency.
- Supported the recruitment and training of staff, ensuring all personnel were prepared to meet high safety standards.

HAMMERSON VSG

Security Contract Manager

- Ensured compliance with health and safety regulations through regular audits and training.
- Delivered high-level service standards, tracked through customer feedback and key performance indicators (KPIs).
- Oversaw recruitment, payroll, and human resources functions, improving operational efficiency.

BBC WALES

Security & FM Manager HVAC

- Managed a comprehensive health and safety system, ensuring the welfare of both staff and clients.
- Supported Security and Facilities Management teams, delivering consistent services and maintaining high customer satisfaction.
- Conducted monthly toolbox talks and covert testing to assess operational readiness and effectiveness.

MERMAID QUAY

Security & FM Manager HVAC

- Led security operations, improving service quality through the implementation of new procedures and standards.
- Regularly audited site safety measures and conducted training sessions to ensure compliance.

ISM

National Security Operations Manager

- Directed multi-site security teams, delivering comprehensive support to site managers.
- Enhanced operational procedures, focusing on improving service quality and exceeding customer expectations.

BLACKPOOL AIRPORT

Security & Terminal Manager

- Managed terminal and security operations, implementing improved processes to ensure safe, efficient services.
- Chaired security meetings with key agencies, including police, fire departments, and government bodies.

SECURITAS/RELIANCE

National Aviation Security Operations Manager

- Established and managed a new aviation division, supporting contract managers with their day-to-day operations.
- Oversaw budgets, dealt with HR issues, and worked closely with unions to address workforce concerns.

G4S (BRISTOL AIRPORT)

G4S SECURITY SERVICES

Security Service Implementation Manager

- Led the daily security operations at Bristol Airport, managing over 150 staff members.
- Implemented new contracts and enhanced compliance procedures, ensuring the highest standards were maintained.

Regional Operation Support Manager

- Provided operational support to 8 station managers, managing 500 security personnel.
- Audited processes, improved covert testing procedures, and supported HR functions to maintain high service standards.