



Claire Molloy

Business Development Director

Stratford-upon-Avon CV37, UKView profile on Dweet

Languages

English (Native)

About

Inspiring leader with proven success evaluating business decision-making. Independent thinker, strong negotiator and open communicator. Strategy-focused professional driven to achieve valuable results.

BRANDS WORKED WITH

Arc Displays Ltd

Logistics Planning Consultants

Minerva Industrial Systems

Teklogix/psion Teklogix

Experience

Business Development Manager/Marketing Director

Teklogix/psion Teklogix | Oct 2000 - Mar 2005

Developed existing client pipeline to meet monthly targets.

- •Identified and closed new business opportunities through strategic networking, within the existing client bases.
- •Maintained client records in bespoke CRM systems, ensuring streamlined 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.

Distribution Analyst

Logistics Planning Consultants | Aug 1993 - Jul 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

Company Director

Arc Displays Ltd | Nov 2000 - Jun 2022

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- Business Development Manager

Minerva Industrial Systems | Mar 1996 - Sep 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.