



# Gunes Karadeniz Grant

Business Development Consultant

Hove, Brighton and Hove BN3, UK

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## Languages

Turkish (Native)

Italian (Basic)

Spanish (Basic)

English (Work Proficiency)

French (Work Proficiency)

## About

Experienced Business Development/Wholesale Manager offering proven track record of working with customers to achieve solutions and drive company growth with a team and individual capacity. Successful in sales planning, sales analysis, pricing, account management, market & trend analysis. I am experienced in international sales, textile and wholesale, overseeing the whole process from design to delivery and client service. Skilled in networking with industry professionals to build lead pipeline and increase client base, in and out of several languages makes me a first-rate communicator, negotiator, and representative for the brand I work for.

### BRANDS WORKED WITH

GRANT COLLECTIONS LTD

ÖZLEM SÜER FASHION DESIGN COMPANY

## Experience

### ● Business Development Consultant

GRANT COLLECTIONS LTD | Nov 2016 - Now

Increased sales with execution of full sales cycle processing from initial lead processing through conversion and closing. (Increased the revenue for 20% for Aster Textile, a client who is a global manufacturing partner with a turnover more than 250 M USD)

Identified new business opportunities through cold calling, networking, marketing and prospective database leads.

Developed, maintained and utilized diverse client base.

Arranged potential client contacts, cultivated relationships, and followed through all service needs.(Aston Martin, Frame, Victoria Beckham, Gant, JW Anderson, Karl Lagerfeld, Sophia Webster, Galeries Lafayette, Printemps, De Bijenkorf, Harrods, Rixo, Matalan,... and more)

Improved bottom-line profitability by growing customer base and capitalizing on upsell opportunities.

### ● Wholesale Manager

ÖZLEM SÜER FASHION DESIGN COMPANY | Apr 2004 - Mar 2016

\*Managed all international accounts (boutiques, department stores, showrooms, agents,...) and represented the brand globally in international sales events. (Paris, Tokyo, Sao Paolo, New York, Milan, Barcelona, Dusseldorf, Middle East, ... and more. My sales record for a single season was € 500.000)

\*Researched, planned and implement new target markets and pursued leads moving them through the sales cycles. Landed client accounts spanning 20 countries.

\*Grew an in-house team of 3 to 30 people.

\*Developed and executed short and long term business strategies to maximise profitability and revenue by analysing competitors, international market trends, track sales data,...

\*Researched and evaluated potential suppliers to determine best fits for company needs and to identify cost savings opportunities.

\*Overseen the production line, follow up with clients and liaised with internal teams; the design, production, logistics,... Managed a team of 10 people across all departments.

\*Generated regular sales reports.

\*Established and maintained accurate records of purchases, pricing and payment terms.

\*Project managed commercial strategies, established partnerships aligned with brand's philosophy.

## Education & Training

1998 - 2003 ● Middle East Technical University (ODTU)

Bachelor, Philosophy & Psychology

1992 - 1998 ● **Galatasaray High School**

Good, Social Sciences

1990 - 1992 ● **ECOLE DE LA CITADELLE**

ECOLE ST MADELEINE,