



# Claire Molloy

Business Development Director

Stratford-upon-Avon CV37, UK

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## Languages

English

## About

Professional summary

BRANDS WORKED WITH

- Arc Displays Ltd
- Logistics Planning Consultants
- Minerva Industrial Systems
- Teklogix/psion Teklogix

## Experience

### ● Company Director

Arc Displays Ltd | Nov 2000 - Now

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### ● Business Development Manager/Marketing Director

Teklogix/psion Teklogix | Nov 2000 - Nov 2006

- 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.

### ● Business Development Manager

Minerva Industrial Systems | Aug 1996 - Oct 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.

### ● Distribution Analyst

Logistics Planning Consultants | May 1994 - Jun 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