

David Parkes – Senior Business Development Manager

Location: Skelmersdale, Lancashire

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PROFILE

Senior Business Development Manager with 30+ years of experience driving revenue growth across construction, utilities, and facilities management sectors. Proven track record of securing high-value contracts, delivering multi-million-pound targets, and building long-term client relationships at director level. Highly skilled in full-cycle sales, tender management, and strategic account development.

KEY ACHIEVEMENTS

- Delivered £2M annual sales target across utilities and FM sectors
- Secured and expanded key accounts in energy, gas, and water industries
- Led tender submissions for major contracts, improving win rates and retention
- Built long-term client relationships driving repeat business and growth
- Successfully turned around failing retail outlet to profitable business.
- Streamlined distribution centre operation for local deliveries.

CORE SKILLS

- Business Development & Revenue Growth
- Key Account Management
- Contract Negotiation & Tendering (ITT/RFP)
- Strategic Partnerships & Framework Agreements
- B2B & B2C Sales Leadership
- Pipeline Development & Closing
- CRM Systems & Data Analysis
- Networking & Relationship Building

CAREER HISTORY

1st2 Achieve Training Limited

Sales – Business Development Manager

24th February 25 – Current

New business role growing the construction training services arm of 1st2 Achieve training. Networking through general business networking groups and specific targeted groups aimed at property, construction and health & safety. A diverse role which David has made his own and is strongly developing great contacts for the business.

Develop Training

Sales – Regional Account Manager

31st January 2021 – Jan 25

- Delivered £2M annual sales target across utilities and FM sectors
- Secured and expanded key accounts in energy, gas, and water industries
- Led tender submissions for major contracts, improving win rates and retention
- Built long-term client relationships driving repeat business and growth

Competence Matters Limited

Sales – Business Development Executive

30th October 2017 – Dec 20

- Launched Warrington office and grew business from zero to a profitable multi-stream operation.
- Managed funded NVQs, employer-funded NVQs, and training courses, building relationships across England and Scotland.

Business Moves Group Limited

Sales - Business Development Manager

8th October 2014 – 1st September 2017

- Won major framework agreements with Balfour Beatty, Lancashire County Council, Trafford Council, and Bury Council.
- Secured largest single project to date (£78k order value, £100k client spend).
- Oversaw project management of complex commercial moves.

Northern Technology (Fleetsmart)

Field Sales - Regional Account Manager (Vehicle Tracking)

15th July 2013 – 24th Jan 2014

- Increased monthly installations from 25 to 100 units through proactive lead generation and client engagement.
- Product Demonstration via Online meetings boosted sales dramatically.

(Earlier roles across multiple sectors, available on request.)

PROFESSIONAL QUALIFICATIONS AND PERSONAL DEVELOPMENT

- Diploma in Management (DMS – Post Graduate Degree) – St. Helens College (Open University).
- B/TEC Diploma in General Business Studies (Passed with Credit) – Skelmersdale College.
- N.V.Q. RETAIL Assessors Award.

ADDITIONAL INFORMATION

- Full Clean Driving Licence
 - Personal Interests: Digital Awareness, Web Design, Understanding Online Lead Generation & Musician
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