

DUNCAN JOHN

CONTACT DETAILS



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Full



British

SKILLS

- New business acquisition
- Account Retention
- Product Sales
- Sales expertise
- Revenue Generation
- Business Development
- Networking expertise
- Relationship Building
- Client Relations
- Solution selling

PERSONAL STATEMENT

Driven by a robust track record in new business acquisition and relationship building, excelled at Thames Technology, enhancing revenue through strategic client partnerships like Bybit and Sainsbury's Bank. Specialises in sales expertise and networking, securing key accounts such as Fraser's Group, Sainsbury's Supermarket, Argos and Nectar demonstrating a unique blend of technical sales acumen and interpersonal finesse.

WORK HISTORY

January 2022 - current

National Sales Manager - Financial EMV and Prepaid

Thames Technology A Paragon ID Company

- Evaluated new business prospects by participating in industry-related trade shows and events.
- Identified new opportunities for business growth by researching markets and consumers in specific regions or territories. Wins being, Bybit, Transcash Fr, Shipmoney, Sainsbury's Bank and Golden Suisse.
- Met regularly with managers to discuss account status, identify opportunities for growth and create action plans for improvement.
- Forecasted annual, quarterly and monthly revenue streams.
- Traveled extensively to customers' sites to meet with decision-makers and discuss product offerings.
- Negotiated contracts with clients and other business partners to establish long-term relationships.
- Used networking opportunities to create successful, on-going business relationships.
- Provided guidance and mentorship for junior-level staff members.
- Represented company at trade association meetings to promote products.

August 2018 - January 2022

Business Development Manager

Thames Technology A Paragon ID Company

- Annual Operating plan and forecasting by account and new business budget on a weekly basis
- Win develop and pass new wins to the account management team - Frasers Group, Nando's, New Look, Tree Card Lead generation and contact promotion as appropriate within our market to ensure a robust pipeline of opportunities
- Profiling of target prospects through investigative insight planning, ensuring

the key person is addressed

- Meet potential clients by growing, maintaining and leveraging my network
- Research and build relationships with new clients
- Arrange meetings between client decision makers and key stakeholders and technical support at Thames
- Develop engagement strategies and proposals
- Work collaboratively with internal teams to develop proposals which address the objectives and needs of the client
- Pricing and commercial strategy development
- Senior stake holder account management
- Proactive presentation of new products and services and enhance existing relationships.

April 2017 - April 2018

Business Development Manager

CPI Card Group UK

- As business development manager my primary role is to develop the new business pipeline, through identifying new retail account opportunities
- I was also the primary account manager for House of Fraser, New Look, Nando's and Pizza Express.

February 2013 - December 2016

Head of Business Development

Entertainment Alliance UK Ltd

- As head of business development my primary role was focused on developing a route to market for some of the biggest retailers in the UK, such as Waitrose, BHS, The Co-operative Group and SPAR
- We serviced circa 6,000 retail outlets
- This involved everything from small store base testing with a consultative approach through to full scale national roll outs of permanent and semi-permanent display fixtures depending on the retailer requirements and type of contract
- This required a high level of project management as we utilized outside agencies for manufacture and delivery of fixtures, internal and external operations to build and deliver correct stock fill orders with field merchandising teams delivering retail excellence at store level and this all happens in conjunction within retailer sign off and guidelines
- Leading a team of Business Development Executives and Managers our primary role was across a multi-channel portfolio of national accounts to achieve the business budget whilst maximizing the P&L
- My team worked very closely with our marketing and operations functions in order to deliver the best customer experience through exceptional process adherence.

January 2011 - February 2013

Senior Business Development Manager

Universal Pictures UK Ltd UCA

- Accounts: WHSmiths, Matalan, Superdrug, Waitrose Revenue: Circa £10m + New Business Revenue streams Opened accounts with Superdrug, Waitrose and grew turnover with Matalan by 20% YOY +£1m Multi-studio alliance trading in the non-traditional entertainment market.

June 2008 - January 2011

National Account Manager

Universal Pictures UK Ltd

- Accounts: Tesco, The Hut Group Revenue: Circa £50m

April 2007 - June 2008

National Account Manager

Universal Pictures UK Ltd

- Accounts: HMV UK Ltd and Choices UK Group Revenue: Circa £50m

February 2006 - April 2007

Sales Manager

Warner Bros Entertainment Inc.

- Accounts: Amazon, Music Box Leisure, United Co-Operatives
- Revenue: Circa £26m

May 2005 - February 2006

Key Account Manager and New Business Manager

Warner Bros Entertainment Inc.

- Accounts: Wilkinson's, CO-OP United stores, Impulse Music and Travel, Clinton Cards, Britannia Revenue: Circa £8m

January 2004 - May 2005

Key Account Manager

Warner Bros Entertainment Inc.

- Accounts: Borders, Music Box Leisure, Lasgo Chrysalis, Readers Digest Revenue: Circa £6m

December 2002 - December 2003

Account Executive Grocery

Coca-Cola Enterprises Ltd

- Grocery Channel - Accounts: Safeway, Tesco, Asda, Sainsbury's

April 2001 - December 2002

Development Representative

Coca-Cola Enterprises Ltd

- Education and Workplace Channel

July 2000 - April 2001

Sales Development Representative Impulse

Coca-Cola Enterprises Ltd

- Independent Retail channel

January 1991 - March 2000

Army Combat Medical Technician Class 1

HM Forces

EDUCATION

June 1989

Newlands Manor School

Relevant course

- GCSE

Awards and honours

- English Lang, English Lit, History, Maths, Physics, Chemistry, Biology, Computer Science

HOBBIES AND INTERESTS

I enjoy all sports but my main passion is Rugby. I am Coach of the 3rd XV, Youth Chairman, and U15's coach at Ipswich Rugby Club.

REFERENCES

References available upon request