

Just a few of the top executives who are attending.

## Strategy and Business Development

### Business Development Manager

**Current salary £40,000**

Excellent knowledge and experience of all aspects of Sales and Marketing, Relationship Management and Key Account planning. Scoped, initiated and developed a Key account programme taking overall responsibility for 25 Key accounts and personal responsibility for the top 30 percent of that portfolio. Developed a robust methodology for capturing client feedback and establishing a vigorous programme of Key account and client development activity incorporating evaluating accounts and scoring relationships in order to implement practical KPI's. Professional marketing qualification and direct sales experience including new, cross and up-selling, producing bespoke pitches and selling value. Excellent interpersonal skills which allow me to build rapport quickly and handle complex relationships both internally and client side.

### Business Development Consultant/Director

**Current salary £50,000**

Senior manager with over 10 years experience committed to making a genuine contribution to society and specialising in values-based change management and leadership development. Extensive local and international project experience; strong team development expertise; excellent research, analytical and presentation skills. Creative self starter who pays attention to detail. Fluent in French and Italian.

### Head of Strategic Partnerships

**Current salary £60,000**

Highly driven and people focused Head of Strategic Partnership with sound business acumen, proven ability in delivering business targets within different environments. Brings an innovative approach to building and implementing strategic plans and processes. Strong background in developing and retaining internal and external organisational relationships. Track record of generating acceptable and commercially viable agreements. Passionate about making a 'real' difference, operates as strong ambassador and advocate

### Business Development Manager

**Current salary £50,000**

A very experienced, highly motivated individual with 12 years portfolio management, business development and sales experience in corporate banking across various trade sectors, within London and the South East of England. Is committed to the highest level of customer service by exceeding customer expectations and adding value to relationships. Achieves new business through building and developing relationships with customers and key introducers. Extensive knowledge and skills in business sales and service, strategic planning, business awareness, with a proven ability to analyse risk propositions. Has a good understanding of audited accounts and use of financial ratios. Has always demonstrated the ability to plan and organise work to a high level and regularly surpassed sales and performance targets.

### Currently Managing Director and Group Director

**Current salary £120k**

A proven and talented business leader, with an outstanding record and passion for delivering results. This coupled with the vision, intellect and energy to be an inspirational manager who is commercially and financially astute with the experience of growing, developing and running companies. Proven ability in implementing change management, laying solid foundations of creative structure in order to identify and deliver success. Also having experience of acquisition, integration and disposal of businesses achieving exit for shareholders.

## HR and Operations

### Director

#### Current salary

Experience in both commercial and nfp sectors and includes a wide range of corporate and operations management including the start-up of a new local education authority, transition management to implement education and charity legislation, mergers and reorganisation of schools and colleges, governance restructuring, new HQ building, and royal charter. It covers provision of services to the for-profit and not-for-profit sectors. Respected as having an eye for the big picture and achieving corporate change through an ability to balance project attention to detail with insight into business strategy, organisational development and culture. Communications expertise includes negotiation, stakeholder communication and meetings held in public. Organisational experience includes federal, regional and membership based organisations, cross-disciplinary and virtual teams, staff and unpaid members.

## Policy and governance

### Senior Officer

#### Current salary £40,000

A graduate of law and humanities, with well-developed skills in project proposal writing and extensive international development experience in community and NGO development as well as in conducting studies, technical assignments and evaluations.

## Programme Management

### International Programme Director

#### Current salary

A graduate of law and humanities, with well-developed skills in project proposal writing and extensive international development experience in community and NGO development as well as in conducting studies, technical assignments and evaluations.

## Marketing and Communications

### Marketing Manager

#### Current salary £61,000

A senior marketer bringing over 14 years experience in consumer marketing, PR and brand communications who has specialised in FMCG brand markets and who has worked with leading brands including Warner Bros, Sony, Coca-Cola, Xbox and Disney.

## Marketing Manager

**Current salary £40,000**

A methodical and decisive individual with a breadth of experience planning, developing and implementing strategic marketing plans. An advocate for positive change in order to raise profile, customer satisfaction, all round profitability and company profits. Excellent communications skills, natural creative flair, a firm belief in nurturing customers and prospect and delivering highly targeted communications to achieve business goals. Consistently exceeds targets with the use of effective planning and appropriate management disciplines.

## Senior Marketing executive

**Current salary £35,000**

A professional Marketer with excellent organisational skills required for work within a result driven company. Extensive working knowledge of direct marketing practices, including media buying within a retail environment, and a proven track record to deliver results that fulfil key objectives on time and within budget at all times.

## Marketing and Commercial Director

**Current salary £70,000**

An International Management Executive who offers more than 20 years of diverse business experience with entrepreneurial flair and expertise. Has worked extensively across Europe, Asia and USA. Has provided sound business advice at board level for various companies. An expert in CRM. As an accomplished commercial director has increased profits in various business sectors including on-line platforms. Has increased market share, managed product launches, and engineered distribution expansion. Brings valuable insight regards management and sales for small to medium size companies, especially in difficult economic times. On-line Knowledge on SEO, SEM PPC, PPL.

## Marketing and Operations Director

**Current salary £60,000**

An experienced Senior Sales & Marketing, Operations & Development Manager with a proven track record of success in the private healthcare, assisted living, sheltered & close care housing, private residential housing, residential care, security industry, portable buildings and kitchens sectors. Providing strategic sales, marketing, business planning, development and operational control to build consistently improved business performance and taking a "hands on" approach when required. Experienced in steering negotiations across NHS, PCTs and private healthcare organisations, reviewed business strategies to turnaround performance, providing frameworks to underpin future success, change management, budget management, developing new markets, sales management and customer care.

## Campaign Manager plus extensive volunteering experience.

**Current salary £50k**

Internationally experienced marketer with exceptional project management skills and communication ability. Eager to employ 12 years' financial services experience in new marketing role within charity or arts and heritage sector, to turn long-standing commitment to volunteering into a challenging and fulfilling career.

# Events Management

## Senior Marketing and Events Manager

**Current salary £50,000**

A motivated, enthusiastic client development professional with excellent communication, project and people management capabilities. A leader and motivator. Over 20 years of client relationship management experience including Key Account Management, Business Development, Marketing and Client Services. Broad-based experience gained in professional services, international corporations and digital media companies.

## Branding & Communications

### Communications Manager

**Current salary £48k**

Extensive experience of marketing and brand management for major government departments and ngo's - CIM qualified (professional diploma) with experience of identifying/analyzing market segments; line management experience & experience of managing marketing budgets of up to £250,000; extensive & successful project management experience; experience of writing communications strategies based on research to achieve communications objectives; success in briefing/managing agencies for above-the-line and below-the-line marketing; presented widely both in the UK and abroad at senior level; strong influencing skills and a track record of influencing senior management.

## Fundraising

### Director of major nfp sector magazine.

**Current salary £50k**

Extensive experience of not only the corporate sector, but as the businesses involved in for the last 13 years have dealt predominately with the non-profit sector, offers a wide-ranging perspective especially suited to management within or of a charity or other non-profit organisation. The mix of management skills, financial and budgetary management, marketing, project management, partnership working, team-building and the ability to think and act strategically make me especially suited to a leading role with an organisation in the third sector.

## Donor Recruitment & Membership

### Account Director/Donor Recruitment Manager

**Current salary £53,000**

A sound, effective and highly experienced marketing professional and has worked across a mix of charity, not-for-profit and fully commercial business, plus a variety of pitches. In recent years has worked for both not-for-profit and charity accounts. Accounts include: NSPCC; The Energy Saving Trust; Greater London Authority (Cabwise); The Learning Skills Council and pitches for The Carbon Trust, the Department for Work & Pensions and Visit Wales. Aside from working at a variety of London Agencies, has twice worked Client-side, more recently for the NSPCC as Marketing Manager – One-to-One Donor Recruitment. Main marketing disciplines worked with are: Direct Marketing, CRM, re-branding and product repositioning.

### Membership Manager

**Current salary £52,000**

Member of the Senior Management Team responsible for all licence income and distribution of approx. £20m in royalties annually. Manages a team of nine researchers, licensing coordinators, senior coordinators and middle managers. Responsible for the internal database of 53,000 members, their agents, estates, works and royalties, including online functionality for rightsholders and linking up with associate organisations' systems, including Europe wide IPI and IDA databases. Also responsible for negotiating terms of new audiovisual and print media licences, and renegotiating terms of existing ones, with broadcasters and other rightsholder organisations, assisting in drafting contracts and ensuring terms of licence are adhered to.

## Finance

### Finance Manager/Financial Controller

**Current salary £40,00**

A senior Finance Manager with diverse service sector experience within prominent organisations, including BBC World Service, General Insurance Standards Council and with former eBookers.com proprietor. Achievements include set up and maintained complete accounting and financial reporting systems for newly launched services companies. Effective in performing a key, hands-on role in corporate restructuring, establishing the accounting function for a major new college and reorganising the BBC World Service financial accounting section, including the charity - World Service Trust. Controlling the management reporting of six European subsidiaries for a US publishing group.

### Finance and Business Development Manager

**Current salary £46,000**

Senior Manager in Commercial Banking and specialist property finance. Created and developed 2 new commercial banking centres with full responsibility for centre management, planning, budgets, recruitment and performance evaluation. Substantial experience in commercial lending, credit assessment including established knowledge and experience of all aspects of charged security and lending recovery.

## Information Technology

### IT Project Manager

**Current salary £40,000**

A multi-skilled dynamic determined individual who enjoys managing projects, setting and achieving high goals, who employs strong planning, organisational, interpersonal, and communication skills; with an attention to detail; and ability to prioritise multiple tasks. Experienced all-rounder with a determination to succeed. Currently responsible for the delivery and management of an array of Corporate Internal system led projects, typically involving the development and implementation of IT systems to meet identified business needs, acquiring and utilising the necessary resources and skills, within agreed parameters of cost, timescales, and quality and effectively communicating with all stakeholders. Experience in the office and data centre moves environment as well as in most aspects of IT and Facilities Management.