

KELLY

LANGRIDGE

SENIOR BUSINESS DEVELOPMENT

I love working within sales and business development, and thrive on seeing clients benefitting from the service I deliver.

When executed well, sales are no longer taboo. It's not about convincing someone to part with their money, but about connecting through a common interest. The sale needs to be beneficial to both parties, and through identifying key objectives in the early stages of questioning, we can uncover the challenges that need to be serviced and directly meet their needs.

Working with a high level of customer service amongst c-suite stakeholders, I am used to retaining my clientele and capable of managing clients of all calibres. I take a lot of pride in my work, with the satisfaction of knowing that expectations have been exceeded.

EDUCATION

International Tourism Management
BA Hons.
University of Brighton

EXPERIENCE

Account Executive
Brandwatch
April 2022 - Present

Senior Business Development Manager
Rethink Events
April 2018 - April 2022

Freelance; Clive Agency,
Pure Consulting, Aperture Events
July 2017 - March 2018

Organising Executive
IMEX Exhibitions
April 2017 - June 2017

Senior Client Relationship Manager
Vivid Event Group / BE Vivid
Jan 2013 - April 2017

Sales Manager
Alexander Hotels; Langshott Manor
May 2010 - December 2012

Event Sales Executive
William Reed
November 2009 - April 2010

Sales Manager
Lowy Group
August 2009 - November 2009

Account Manager
Crimson Hotels; Crowne Plaza
May 2008 - November 2009

Conference Sales Banqueting Coord.
Elite Hotels; The Grand Hotel
April 2007 - May 2008

GET IN TOUCH

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ACHIEVEMENTS

Singularly grossed over **\$325,000** sales in my **first** campaign, **+30%** over target, and the **HIGHEST** sales in the company for that event.

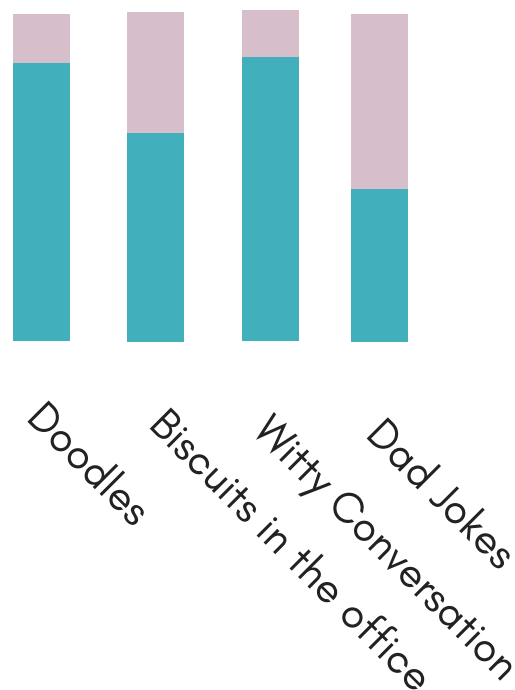
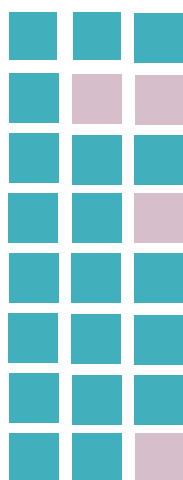
Grossed **\$311,485** in one month, across 13 contracts. Average deal price of \$12,168

Closed the financial year with record sales of over **39%** increase for **Conferencing** and over **9%** increase for **Banqueting**, with a total turnover of over **£1.9 MILLION**

Responsible for the largest grossing recorded sales month, within my first two years; **\$244,900** from a turnover of **\$693,600** over target at **+39%**

SKILL SET

Microsoft Office
Adobe Creative Cloud
PC Userbility
Mac Userbility
Negotiation
Proactive Sales
Pitching
Time Management



REVIEWS

"She is a diligent and confident individual who could be relied upon to deliver her work in an efficient and professional manner. She excelled when talking to clients directly and fitted in quickly to the team"

*Mark Mulligan,
Associate Director*

"Kelly made a tremendous effort when developing and maintaining client relationships, resulting in positive feedback for her every event. I wouldn't hesitate to recommend Kelly for a client-facing role"

*Rachel Hepburn,
Director*

"A great ambassador for the Company at outside sales events as well as having a thorough attention to detail. Very capable of selling, coordinating and facilitating 1st class events of all kinds."

*Peter Maskins,
HR*