pdt consulting

Pete Toghill

Business consultant

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Profile

An accomplished and results-orientated business leader with extensive sales and management experience. Adept at devising and implementing strategies which serve to both accelerate and maximise profitability and revenue while continually exceeding stated targets and objectives. Able to identify new business opportunities and oversee the development of marketing and promotional initiatives to fully penetrate avenues for further growth. Possessing excellent leadership and communication skills to effectively manage cross-functional teams.

Past Experience

TigerTurf

TigerTurf UK Ltd - Export Sales Manager - Europe

February 2019 - November 2020

TigerTurf designs and manufactures high performance artificial grass, working with specialist sport surface contractors and landscapers across the UK, Europe, the Middle East and Africa.

My primary responsibilities involved servicing Tiger Turf accounts and partners throughout Europe.

Evergreens UK GROUP

Evergreens UK - Key Accounts & Business Development Manager

January 2014 - February 2019

Responsible for all builders merchant sales throughout the UK. Negotiating contracts and agreements directly with merchants, buying groups, NMBS and BMF. I attended industry trade days, promoting the company's products, services and training programs.

I was responsible for hiring, managing and training all field sales staff and was the main contact for the companies 25 licensee install companies throughout the UK.

TRANSPACIFIC INDUSTRIES GROUP LTD

Transpacific Industries - Key Account Manager

May 2010 - December 2013

Waste management consultancy and sales services to Queensland, Australia key accounts. Conduit between client and the ASX listed Transpacific operating companies.

Prepare client education programs and presentations for management, employees and cleaning contractors. Generated new business opportunities and prepare full tender documentation and presentations.

Key Skills

Sales
New Business Development
Sales Management

Industry Knowledge

Key Account Management
Profit & Loss Management
Business Strategy
Business to Business Sales
Purchasing
Supply Chain Management
Customer Retention
Logistics
International Sales
Fleet Management
Pricing
Operations Management
Sales Presentations
Procurement

Interpersonal Skills

Contract Negotiation
Management
Team Leadership
Team Building
Presenting

Honours & Awards

Captain Binney Award

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Past Experience Continued.

Ranbuild - Area Sales Manager
September 2004 - April 2010

Sales and marketing of pre-engineered galvanised steel buildings through 32 Queensland resellers utilising the Ranbuild Design Software (RDS) package.

DHL Worldwide Express - Country Manager, Sales Manager
July 1994 - October 2003

Country Manager - Iraq

Area Sales Manager - Saudi Arabia

Country Manager - Papua New Guinea

National Sales Manager - Papua New Guinea

Sales Development Manager - Bahrain

Metsec PLC - National Sales Manager
May 1987 - July 1994

Identifying suitable building projects at early design stage then specification sell to Architects, Consultant Engineers and Quantity Surveyors

Royal Marines

Green Beret

Passed Special Boat Service Selection

Royal Marines u18 Football Captain

Education

John Colet School
Wendover, Bucks

St Johns School
Episkopi, Cyprus

Royal Naval School
Tal-Handaq, Malta

Qualifications/Training

DHL-Four Day Finance For Decision Makers Course

DHL-Two Day Residential Sales Skills

Howett Associates-Selling To Architects and Specifiers

Lloyds Register QA - Two Day Internal Auditor ISO 9001 Course

Midland Group Training-Job Instructor & Presentation Skills

Midland Group Training-Performance & Development Interview Skills

Midland Group Training-Presentation Skills

Outreach-Out Door Senior Managers Development Course

Scotwork- Four Day Residential Negotiations Skills Course

Shannon / Twinlock-Two Week Residential Sales Training

Structured Training-One Week Field Sales Management Course