

BIGGER IS BETTER.

Credentials Document

Outsourced Business Development

Win major clients, expand revenue and thrive with industry leaders.



Table of Contents

Professional Summary

Services

Previous Experience

Skills

Clients Won

Contact

Professional Summary

I am an experienced professional who has proven my ability to help businesses achieve their growth goals and expand their markets. I do this by driving business development, sales, and marketing initiatives. With over two decades of experience across diverse industries, I bring a wealth of expertise in business development, growth strategy, and strategic planning.

As the driving force behind Bigger is Better, I have a proven track record of delivering exceptional results, including securing multi-million dollar contracts, expanding into new markets, and fostering sustainable growth for my clients.

My commitment to excellence and strategic foresight has positioned Bigger is Better as a trusted partner for businesses seeking to maximise their potential and achieve success.

Services

I specialise in providing comprehensive business development services tailored to your needs.

Business Development

As a Business Development Specialist, I leverage my extensive experience to identify opportunities, forge critical partnerships, and drive measurable results, ensuring sustained business growth.

Strategic Planning

Leveraging my extensive experience, I collaborate with clients to develop strategic plans that align with their vision and objectives, driving sustainable growth and profitability.

Market Expansion

With a keen understanding of market dynamics, I identify opportunities for expansion and guide clients through the process of entering new markets, both locally and globally.

Sales & Marketing Optimisation

I work closely with clients to enhance their sales and marketing strategies, leveraging innovative approaches to attract high-value clients and maximise ROI.

Contract Acquisition

Through strategic negotiations and relationship-building, I help clients secure high-value contracts, enabling them to capitalise on lucrative opportunities and drive revenue growth.

Business Mentorship

As an experienced business mentor, I provide invaluable guidance and support to clients, empowering them to overcome challenges, capitalise on opportunities, and achieve their business goals.

Previous Experience

Throughout my career, I have held leadership positions with renowned organisations, making significant contributions to their growth and success.

Airswift

Spearheaded business development initiatives, driving growth and profitability through strategic planning and effective leadership.

Digicel Group

Directed sales strategy and managed sales performance, contributing to revenue growth within the ICT sector.

International SOS

Played a key role in revenue growth and market development, focusing on the corporate, energy, mining, and infrastructure sectors.

Telecom New Zealand

Contributed to the company's growth through strategic business development initiatives and market expansion efforts.

Skills

Business Development

I provide market research to identify opportunities and trends, targeted lead generation and client acquisition, effective negotiation and contract acquisition, competitor analysis, and implementation of scalable business development processes, all of which aim to drive sustainable growth and maximise business potential.

Strategic Planning

I provide strategic planning services by conducting thorough market analysis, setting clear objectives aligned with business goals, developing actionable plans, identifying key milestones, and continuously monitoring progress. This will ensure a well-defined roadmap for success and effective navigation of market challenges for the business.

Mentorship & Coaching

I offer mentorship and coaching to sales and marketing teams, focusing on enhancing their strategies, refining communication techniques, providing industry insights, and fostering a results-driven mindset. This empowers teams to effectively navigate challenges and achieve optimal performance in driving business growth.

Sales & Marketing

I provide comprehensive sales and marketing services, including market analysis, lead generation, campaign development, customer acquisition strategies, and sales training. By leveraging data-driven insights and innovative approaches, I empower sales and marketing teams to achieve their targets and drive business growth effectively.

Contract Acquisition

I identify lucrative opportunities, craft compelling proposals and presentations, conduct effective negotiations, ensure favourable terms and agreements, and foster strong client relationships to secure contracts and drive revenue growth for the business.

Clients Won

3M Science.
Applied to Life.™



Plumblīne



Capital
INSURANCE GROUP
THE PACIFIC'S INSURER



HYNDS
PIPE SYSTEMS



KOHLER.



ExxonMobil



mediaworks.



Contact

Please reach out for a coffee or a chat to learn more about how Bigger is Better can grow your business.

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