

## Professional Profile

### QUALIFICATIONS & ASSOCIATIONS

- BSc Hons - Business Studies
- Chartered Institute of Marketing Diploma
- QMS Auditor
- Certified Associate in Project Management

## Clare Crabtree

Corporate Development Manager

### CONTACT DETAILS

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## Personal Profile

For 18 years, Clare has worked in both project based and business development roles across a range of industries. Working her way through the ranks of sales & marketing, account management and then project management, her most senior role before starting her own business in 2007 was as Director of Commercial Service Provision for an international aerospace company. Clare joined as a Project Development Manager responsible for the development, implementation and commercial launch of a product and service that was the first of its kind to be developed in the aerospace industry and quickly became a USP for the company. Through the success of this implementation, Clare went on to become a Director, leading strategic, commercial and customer focussed projects across the group.

Clare then used her business experience, commercial awareness and natural sales & marketing ability to start her own retail business. It grew very quickly and the business gained national awards for best new retailer and most innovative website sales strategy for small UK businesses in 2010.

Quello was successfully sold at its peak in 2012 and Clare then decided to use her wealth of knowledge and experience from the previous 18 years to become a self-employed consultant, utilising her skill set to support and manage business development initiatives for other companies.

## Expertise

- Business Development
- Commercial Awareness
- Sales & Marketing
- Project Management
- Account Management
- Strategic Management

Clare began work for QUALSURV in the summer of 2013 in order to develop their business and grow their brand within their chosen markets.

## Personal Data

**Nationality:** British

**Profession:** Business Development

**Position:** Contracted Consultant

## Experience

**2013 – current**

**QUALSURV International Ltd**

Consultant - Corporate Development Manager

**2007 – 2012**

**Quello Ltd**

Director/Proprietor

**2005 – 2007**

**Pattonair Ltd**

Director of Commercial Service Provision - Projects

**2002 – 2007**

**Pattonair Ltd**

Senior Account/Project Manager

**2000 - 2002**

**Active Media Ltd**

Senior Account Manager

**1996 – 2000**

**United Beauty Ltd**

Sales/Marketing Assistant