

Anthony Michel Dunn

34 Merlin Way,
Hartlepool TS26 0QT

07483 019041

anthonymdunn@googlemail.com

Personal Profile

I am a French- born postgraduate living in the UK since the age of 14. I have 28 years of experience in Export sales roles, including experiences in management.

Fluent French, English and Spanish.

Fluent Working knowledge of German & Dutch.

Fully conversant with all Windows packages

Career History

March 2018 - Present - Export Sales Manager - BMI GROUP Ltd Dungannon N.Ireland.

I was responsible for selecting, appointing and managing a network of Distribution partners for an innovative manufacturer of Walking-Floor trailers and Tipping Trailers used primarily in the Environmental and Agricultural sectors across the major European Markets. I was responsible for creating brochures and Technical Specifications for the product range both in English and the appropriate language of the Distributor or end-user.

During my tenure, I was responsible for the appointment and management of 7 new distributors in France, Spain, Germany and Benelux, contributing 3.7m euros to company turnover in the run-up to the Pandemic and subsequent impact on Export activities.

October 2016 - March 2018 – Country Manager France – CENERGIST UK

A rolling temporary contract where I was responsible for selling and marketing pressure-regulation devices into the French and Spanish Agricultural sprayer market, working with high profile OEMs in this sector and the rail infrastructure in both markets.

I was personally responsible for Marketing over 250,000 Euros in sales of flow-regulation devices into the European Agricultural Machinery and slurry market. The Dutch manufacturing partner ceased production of this device in April, rendering my role redundant.

March 2016 - September 2016 - Temporary Account Manager – Lexicraft Ltd

I undertook a temporary position managing UK and Export accounts within a manufacturer of labelling and print solutions, including market visits and new business generation.

My biggest success in this role involved supplying signage products worth 250,000 euros into VanHool BV in Belgium, a prominent bus and coach manufacturer. The role also involved selling into major European Rail and Agricultural Machinery distributors in my allocated markets.

June 2012 - September 2016 - Responsible Export - P.A. Thorpe Ltd, Skipton

I was responsible for managing France and Spain for a manufacturer of Off-Highway Automotive components. My role involved the prospection and development of a network of OEMs in my markets within the Construction, Agricultural, and Materials Handling sectors.

I attended Trade Shows across Europe and worked in consultation with target companies to find solutions for use on their machinery, which included a large deal worth 1.5 million euros per annum to supply Toyota Materials Handling in

France, as well as large orders with Nissan, JCB, NACCO, Linde, John Deere and Pellenc in my markets. I was retained to manage these key accounts once UK manufacturing relocated to Europe.

May 09 - June 2012 Export Sales Consultant – Holdtite plc Durham

I worked on a consultancy basis for an international manufacturer of adhesives, setting up and managing a new distribution agreement. My involvement included the creation and delivery of a comprehensive technical presentation in 6 venues across France, Germany and Spain, involving visits to potential end-users in a variety of industrial sectors including Architectural Construction, Automotive, Marine, Agriculture and Rail. The new distribution agreement with Tremco-Illbruck had an annual value of 750000 euros per year.

Feb 08 - March 09 Technical Sales Manager – Texon International, Skelton

In this role, I was responsible for Account Management and Business Development in a large multinational manufacturer of nonwoven materials into a variety of industrial sectors ranging from Construction, Automotive and Military. We also pioneered an innovative solution known as Pit Boss into the major Rail operators in Europe including SNCF and RENFE in Spain with annual sales of 150000 euros. We also supplied substrates into the On and Off-Highway sector across Europe including Nissan in Spain, and Renault plants in France.

Jan 04 – Dec 07 International Business Executive - RTC North, Sunderland

I worked as part of a small team in the Regional Technology Centre, helping regional S.M.E.s to access new export markets via distribution or Joint Venture agreements. My main sphere of expertise was creating Joint Venture agreements in the Automotive sector for local companies in France via the Innovation Relay Network, now known as BPI.

Feb 00 – Jan 04 Export Sales Manager Europe - Ecomeleon, Stanley

My responsibility was for attracting and managing key overseas OEM accounts in the telecoms accessories sector.

Sept 94 – Nov 99 Export Sales Assistant – Dawson International, Huddersfield

I was assisting in a small but busy Export department within a multinational Textiles manufacturer. In this role, my responsibilities consisted of processing Export orders, as well as managing a network of overseas agents and distributors. The role also included distribution deals for the higher-end cashmere manufactured in the Scottish Borders which was incorporated by key distributors in Spain.

Oct 92 – March 94 Department Manager Decathlon SA, Le Havre, France

In this Graduate position, I was managing a department within a French sports retail outlet.

Education:

1985 1990 University of Stirling - BA Joint Hons Politics/French & Spanish - 2.1

Sept 91 – June 92 Glasgow University/ IFI Rouen PG Diploma
European Business Practice - Pass

Sept 78 – June 85 English Martyrs RC Comp. Hartlepool 4 A Levels
French, Latin, History, Politics Grades AAAB

Professional Qualifications and Training

Documentary Letters of Credit NECC November 2005
Change Management RTC North September 2005

References on request.