



# Darren Civil CV

## Education

General Management - Ashridge  
Technical Design & Communication – Bath College  
Health & Safety for Executives – Pete  
CDM (Construction Design & Management)  
Project Management – IOSH  
Site Management – IOSH  
Sales & Communication – Personal Development Alliance  
Technical Committees – TAC (Technical Advisory Committee) 18 Fire Safety  
Technical Committees – TAC 19 Passive Fire Protection  
MCE101 – McKeon Sales Training School



## Employment

### Greene Fire, Melbourne

April 2016 – Present

*Business Development Manager – VIC, SA & TAS*

Responsible for the growth of Greene Fire in Victoria, South Australia and Tasmania.

### Coopers Fire, Melbourne

July 2015 – April 2016

*Business Development Manager*

Responsible for the growth of Coopers Fire business in Victoria

### Exova WarringtonFire Australia, Melbourne

August 2014 – June 2015

*Business Development Manager*

Developing the strategic sales plan and lead the execution of that plan. To undertake commercial leadership role within the senior management team. Lead and support development of a named list of strategic accounts. Identify and pursue “large deals” including outsourcing opportunities, mergers acquisitions.

### Colt International, Melbourne

April 2010 – August 2014

*Business Development Manager, Victoria*

Responsible for the growth of Colt International in Victoria

### Colt International, Havant

May 2009 – March 2010

*Marketing & Business Development Manager*

Part of the senior management team to ensure that the UK, Scotland and Ireland remained profitable throughout the current economic turndown by seeking out new customers and business opportunities.

### Colt International, Havant

December 2005 – May 2009

*General Manager, Climate Control Division*

As part of the senior management team duties included: Full responsibility and control of the divisional P&L. Business planning and implementation. Management of a team of 10 employees.

