


JACK SAUNDERS

COMMERCIAL MANAGER

 07815438950

 saunj002.319@gmail.com

 Surrey, UK

CORE SKILLS

- Strategic Partnerships & Account Management
- Stakeholder Engagement
- Revenue Retention & Growth
- Contract Negotiation & Client Planning
- CRM & Pipeline Management (Salesforce, JIRA)
- Cross-Functional Collaboration (Product, Marketing, Ops)
- Data-Informed Relationship Building
- Event Strategy & Sponsorship Delivery
- Strong Presentation & Reporting Abilities

EDUCATION

Business Management

Essex Business School

A-Levels

Sutton Grammar School

PROFILE

Strategic and relationship-driven professional with 8+ years of experience in sales, account management, partnerships, commercial strategy, and stakeholder engagement across legal, financial, events, and tech industries. Recognised for building and nurturing high-value partnerships, aligning client objectives with business growth goals, and delivering exceptional service outcomes. Adept in CRM systems, customer journey design, and cross-functional collaboration. Now seeking to apply this expertise in a long-term role focused on client success and sustainable business development.

EXPERIENCE

COMMERCIAL MANAGER (FIXED TERM CONTRACT)

DMG Events August 2025 - March 2026

- Lead end-to-end commercial strategy for Energy Mediterranean Exhibition & Conference, an international event taking place in Italy - with full ownership of revenue generation, sponsorship sales and commercial partnerships.
- Drive new business acquisition and account management across key energy stakeholders, negotiating high-value sponsorship and exhibition packages to meet and exceed revenue targets.

SENIOR COMMERCIAL EXECUTIVE (FIXED TERM CONTRACT)

WhatElse Events August 2024 - August 2025

- Own strategic relationships with partners and sponsors across a portfolio of safety and emergency services events (SHW Live, Fire Safety Live, Blue Light Show).
- Lead partnership development strategy, sourcing and nurturing long-term commercial relationships.
- Collaborate with marketing, UX, and content teams to shape offering and understand sector trends.
- Attend industry events and competitor shows to build pipeline and deepen market intelligence.

ACHIEVEMENTS

- Live BBC Berkshire Radio appearance (September 2020), discussing LEGO sustainability
- Skydiving for Alzheimer's Society - raised over £1000
- CESSNA piloting and experienced stunt plane maneuvers
- Won a LadBible competition in London
- Completed army cadet training and won multiple shooting competitions, finishing as captain of the team

INTERESTS & HOBBIES

- LEGO
- Darts
- Collectibles
- Sports (Golf, Football, Skiing)
- Piloting/Flying
- Skydiving + Scuba Diving
- Theatre
- Animals

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BUSINESS DEVELOPMENT MANAGER

Chambers & Partners January 2023 - August 2024

- Managed key accounts across global legal markets, liaising with solicitors, marketing leads, and partners to deliver tailored visibility and branding strategies.
- Achieved £1.2M+ in annual revenue through a mix of new partnerships and existing client growth.
- Cross-sold solutions alongside dedicated account managers to maximise account value.
- Used planning tools to align internal business priorities with external partner objectives.

BUSINESS DEVELOPMENT MANAGER (FIXED TERM CONTRACT)

Fedcap Group August 2021 - January 2023

- Managed 50+ key employer partnerships across the UK to deliver HR and recruitment solutions aligned with government-funded employability programmes.
- Built long-term client roadmaps based on business needs, retention goals, and contract planning.
- Supported bid writing teams for public-sector contracts (UK, Ireland, USA), working closely with internal delivery teams.

INTERNAL RECRUITER (FIXED TERM CONTRACT)

FD Technologies March 2021 - August 2021

RECRUITMENT CONSULTANT

Explore Group 2018 - 2021

EVENT MANAGER (FIXED TERM CONTRACT)

N2O 2016 - 2019

REFERENCES AVAILABLE UPON REQUEST

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