

# Sam Bulmer

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Nationality: British

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## Profile

Excellent people and relationship building skills. Articulate and enthusiastic individual who thrives on exceeding business targets and works well within a team or on own initiative.

## Area of Subsea in which I am interested

Charismatic, ambitious, entrepreneurial and successful business analyst within an investment bank. Actively seeking a new career challenge and move into a New Business Development role within a technical organisation. Motivated to work with like minded people in a dynamic, environment, within a, global Subsea organisation with a keen commercial edge.

## Key Strengths

- Strong client focus, service excellence and strategic thinking
- High self awareness and strong empathy with people
- Positive interpersonal and leadership skills
- Highly self motivated with a mature outlook and flexible approach to work
- Proactive, practical ideas generator and business process improver
- Effective communicator with the ability to influence senior people positively

## Career Summary

- Business Analyst, Smythe Analysis, 2009 - present

## Career Progression

2009 - present

**Business Analyst**

Smythe Analysis

Business strategy and analysis.

## Achievements

- Proactively developed a business case for change – delivering the case to management and implementing changes, saving the organisation £400k in the first year
- Secured positive feedback, having successfully managed a Project Office within the 1st year of securing a place on a prestigious graduate programme

- Selected to input ideas to a strategic company focus group, designed to raise employee morale
- Exceeded sales revenues of full time personnel whilst working in a retail environment and reading Politics at University
- Acted as a volunteer mentor to overseas students
- Proudly achieved the Black & Brown Young Distinguished Scholar Award and a high distinction for dissertation covering start up companies in emerging markets of the oil and gas industry
- Raised in excess of £1M for charity to date

## Formal Qualifications

2:1 BA (Hons) Business Studies (Bristol University Business School)  
2011

## Interests

- Passionate about playing Cricket and Tennis
- Keen interest in travelling overseas and appreciating Hispanic culture • Enjoys socialising with friends and family
- Ran the 2011 New York Marathon in under 3 hours

## References

Mike Sneddon  
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Colleague