



JOE BLOGGS

SENIOR SALES EXECUTIVE

CONTACT

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The County
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KEY POINTS

- 8+ years sales experience
- Proven sales achievements
- Face-to-face & cold calling
- Full clean driving licence
- Willing to travel

OBJECTIVE

I am a competent Senior Sales Executive with excellent communication and interpersonal skills, together with a proven track record of achieving sales. I have 5 years of experience selling face-to-face and a further 3 years' experience of cold telesales. I am looking for a senior position within the software industry.

WORK EXPERIENCE

SENIOR SALES EXECUTIVE

ABC Printers, 2013 - date

My role was to win new business from cold accounts within the corporate market & selling the Company's suite of digital solutions. I was responsible for the entire sales process from prospecting from scratch, building and maintaining a sustainable and sufficiently large pipeline right the way through to client on-boarding. I exceeded my annual targets by 15%+ every year and was the second highest earner in our team of 30.

SALES EXECUTIVE

XYZ Printers, 2010 - 2013

My role was to generate, sell, negotiate, close and secure new business opportunities through cold calling and achieve my monthly revenue target. I was also required to manage, maintain and develop a pipeline of opportunities, and build firm relationships with prospective clients. I exceeded my annual target by 25%+ every year.

SALES REPRESENTATIVE

PC WORLD, 2008 - 2010

My role was to talk to customers, understand their needs and help them find the perfect solution from a range of pc and electrical equipment.

FOOD SERVICES ASSISTANT

SAINSBURYS, 2006 - 2008

My role was to serve coffees and fresh meals in the café, serve on the deli, meat or fish counter, or in the bakery.

SKILLS:

- Commercial awareness
- Confidence
- Excellent interpersonal skills
- IT skills
- Maturity
- Numerical skills
- Patience
- Perseverance

EDUCATION

BACHELOR OF SCIENCE : SOFTWARE ENGINEERING
ACME UNIVERSITY, 2006 – 2008

4 A-LEVELS

ACME COLLEGE, 2004 – 2006

Maths (A), Physics (B), English (B), Sports Science (C).

HOBBIES & INTERESTS

I am a keen sportsman and play in a local 5-a-side team every weekend. I love going to the gym, jogging, hiking, climbing and generally keeping fit. When the sun isn't shining, you'll find me inside watching old movies or fixing up old cars – I'm currently restoring a Mazda MX-5.

REFERENCES

References are available on request.

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