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|  |  | **joe**bloggsSENIOR SALES EXECUTIVEOBJECTIVEI 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 - 2013My 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 - 2010My 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 - 2008My role was to serve coffees and fresh meals in the café, serve on the deli, meat or fish counter, or in the bakery. EDUCATION**Bachelor of science : software engineering**ACME UNIVERSITY, 2006 – 2008**4 A-LEVELS**ACME COLLEGE, 2004 – 2006Maths (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.© [CVtemplatemaster.com](http://www.cvtemplatemaster.com/cv-template/) free for personal use only. NB: Before printing your template:1. Choose FILE > OPTIONS > ADVANCED > DO NOT COMPRESS IMAGES IN FILE
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| CONTACT123, The StreetThe TownThe CountyNG1 23401949 123456joe@bloggs.comKEY POINTS* 8+ years sales experience
* Proven sales achievements
* Face-to-face & cold calling
* Full clean driving licence
* Willing to travel

SKILLS:* Commercial awareness
* Confidence
* Excellent interpersonal skills
* IT skills
* Maturity
* Numerical skills
* Patience
* Perseverance
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