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|  |  | **joe**  bloggs  SENIOR SALES EXECUTIVE  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.  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.  © [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 2. Make sure you have the required fonts installed: [Open Sans Light](https://fonts.google.com/specimen/Open+Sans), [Cinzel Decorative](https://fonts.google.com/specimen/Cinzel+Decorative)   Download page: <https://www.cvtemplatemaster.com/cv-template/certified-free-cv-template-in-ms-word/> |
| CONTACT  123, The Street  The Town  The County  NG1 234  01949 123456  joe@bloggs.com  KEY 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 |  |