

Joe Bloggs

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A results-driven, all-round Sales professional with years of experience in various sectors, and successfully closing deals whilst maintaining strong focus on business development and communications. With an obsession for ROI, I am able to increase profits through development of sales strategies to match clients' requirements and deliver outstanding results within tight deadlines. Demonstrated a track record of making significant contributions to the business through targeted activities: delivered average of 200% in sales targets resulting in significant growth for a few of the companies I worked for. Experienced in raising brand awareness and delivering clear communication. Highly skilled in all aspects of the stakeholder accounts management, having razor-sharp focus and committed to the highest standards of work.

Areas of Expertise

Sales and Marketing | Stakeholder Account Management | Business Development | Market Research and Segmentation | Customer Service | Communication and Negotiation | Planning and Event Management | Brand Awareness | Project Management

Core Competencies

- **Excellent stakeholder management skills** - Managed a portfolio of stakeholder accounts with various budgets utilizing robust organisational abilities, prioritizing and dealing effectively with a number of tasks simultaneously
- **Strong interpersonal and communication skills** – further developed when managing all aspects of operations planning at Company 2 by acquiring and utilizing the necessary resources whilst maintaining strong communication with the teams to ensure efficient and professional service
- **Sales skills, analysis and research skills** – performed data analysis, contributing to the sales strategy and implementation
- **Team coordination and delegation skills** – whilst working as an Accounts Manager, coordinated the sales and logistics activities with all departments ensuring all tasks were completed within the deadlines, budget and clients' requirements
- **Technical Skills:** MS Office Suite – Word, Excel, PowerPoint, Salesforce, Reporting, Bespoke CRM systems, cloud services

Experience

Company 1 (please add the exact name of the company)

Jul 2018 – Nov 2022

Sales Account Manager

- Achieved 200% of the sales targets in particular periods by utilizing various sales techniques and delivering impeccable customer service to successfully close the deals
- Identifying leads and customers, analysing their needs and preparing sales presentations and quotes for potential clients
- Expanding business reach through networking techniques; Setting appointments from qualified leads or own referrals
- Negotiating pricing with customers and proposing adequate offerings in line with company's policy
- Managing existing and new stakeholder accounts and providing efficient service
- Performing market research and maintaining up-to-date knowledge of the industry as well as new materials
- Identifying trends and opportunities through data collection and utilization of pre-existing data for the market

Company 2 (please add the exact name of the company)

Property Assistant Manager

Jan 2017 – Jun 2018

- Managing all aspects of property parking operations including pre-planning, preparation and execution of the plan for property functions
- Preparing forecasts and putting together a schedule for the upcoming weeks, occupancy, events, functions
- Responsible for hiring and training new staff including CV sifting, interviewing and conducting the induction process
- Using the online platform to hire associates by publishing the job advert, company details and requirements to attract talent

Company 3 (please add the exact name of the company)

Oct 2014 – Dec 2016

Key Account Manager

- Growing and developing existing clients' base together with generating new business leads
- Achieved between 200% and 300% of the sales target equating to £700k in profit
- Conducting segment marketing research, monitoring competition and identifying effective methods of advertising the products and services in order to boost the sales and brand recognition
- Creating a strong sales strategy, negotiating mutually beneficial partnerships and closing deals
- Taking ownership for the identification, analysis, solution design and implementation of key process improvements and establishment of improved methods of working

Education

Additional Training:

- How to increase sales in a constantly changing world
- Sales 101
- Consumer Behaviour
- First Aid at Work Level 3

London South Bank University

Sep 2009 – Jul 2014

- Master's Degree in Marketing
- Bachelor's Degree in Digital Marketing