

Position Applied For:
Sales Consultant - Cape Town
Candidate Name:
Christiaan Venter
MPC Consultant Name:
Colleen Stevenson
MPC Consultant's Contact Details:
021 552 8048
Date Referred:
27 February 2015

Personal Details

Surname :
Venter
First Names :
Christiaan
Nationality :
South African
Language Proficiencies :
Afrikaans and English
EE/AA Status :
White male
Availability :
One Month (negotiable)
Expected Salary :
R 10 000 per month plus commission

Career Summary

Company
Position
Duration
NSRI - Sea Rescue
Face-to-Face Marketer
Feb 2014 - current
Kitchen.Net
External Sales
Jul 2003 - Jan 2014
West Coast Mobile Inks
Owner
Feb 2013 - date (part time)

Candidate Summary

Chris is a very capable, highly organised, outgoing and sales driven individual. If anyone is made for selling home security he is the man. He is extremely sales driven with an enthusiastic, professional and proactive approach to work. He can converse with people on all levels and is so engaging. He has developed excellent time management and interpersonal skills while working in busy commercial environments (shopping centres, exhibitions etc). He is passionate about sales, his career and takes pride in his work.

Academic History

Qualification :
Grade 10
Date Completed :
2003
Institution :
High School Oom Paul



Computer Skills

Programs/Systems :

MS Office Suite

Additional Training and Skills

Creative Minds

Microsoft Windows

Microsoft Office 2010

Microsoft Excel 2010

Microsoft PowerPoint 2010

Microsoft Outlook

Christiaan Venter
Resumé of Career to Date
Company Name :
NSRI - Sea Rescue
Type of Industry :
NGO
Period of Employment :
February 2013 - current
Position :
Face-to-Face Marketer
Duties :

Key member of face-to-face marketing team with target driven monthly results
Demonstrated exceptional communication skills in consulting with key decision makers, persuasively negotiating major transactions and diplomatically troubleshooting problems
Maximized sales in current/previous jobs by designing and launching proactive campaigns, developing existing accounts, generating new business through referrals and leads follow-up, and customizing sales strategies to address client-specific needs and markets
Created innovative marketing techniques to attract customers and create awareness of NSRI and build sponsor database
Maximized market visibility by setting up and running tradeshow, conference, and event promotional initiatives
Reason for Leaving :
Needs a stable career and income

Company Name :
Kitchen.Net
Type of Industry :
Retail
Period of Employment :
July 2013 - January 2014
Position :
Sales
Duties :

Working as part of the sales team to develop both new and existing markets.
Involved in developing sales & pricing strategies. Liaising with customers & the dealer network to answer and resolve their queries.
Identifying and then researching potential leads and opportunities.
Constantly developing existing sales processes which will generate sustainable growth.
Responsible for developing own portfolio of customers.
Collecting all the information required to create a request for an estimate.
Writing accurate & informative sales reports and documentation.
Contacting prospective clients by phone and email. Identifying the customer's needs.
Dealing with a diverse range of clients in the private and the public sector.
Evaluating competitor activity and developing appropriate responses.
Attending sales appointments at client's premises.
Attending trade shows and exhibitions when required.
Cold calling potential clients via telephone or personal visit.
Making appointments to meet new and existing clients.
Reason for Leaving :
Head hunted by a client

Company Name :
West Cost Mobile Inks

Type of Industry :
Retail
Period of Employment :
February 2013 - current
Position :
Managing Director
Duties :

Sales and Service■
LaserJet Refills
Inkjet Refills
Compatibles - Laser / Inkjet
Servicing and repairs of printers
IT Sales - Computers, Printers, Cameras, TV's,■Laptops, Laptop repairs etc.
Stationary Sales - Office ■Stationary/Equipment - Canteen Supplies
Market Research, Cold Calling and Customer Liaison
Management and Development of Company
Reason for Leaving :
Still running the business part time

Company Name :
Cartridge Warehouse
Type of Industry :
Retail
Period of Employment :
June 2007 - February 2013
Position :
Manager
Duties :

Sales and Service
Customer Liaison
Refill of cartridges
Printer Services
Management of Store
TRAINING:
Management and Development
Reason for Leaving :
Resigned due to new company venture
Company Name :
Pryde Trusses & Hardware
Type of Industry :
Retail
Period of Employment :
December 2006 - June 2007
Position :
Assistant Mechanic
Duties :

Repairing motor vehicles
Spraying motor body parts
Restoring engine and motor parts
Reason for Leaving :
Better opportunity

Company Name :
Associated Aluminium Products

Type of Industry :
Retail
Period of Employment :
March 2004 - December 2006
Position :
Fitter
Duties :

Fitting glass to windows, sliding doors, window frames, showers
Reason for Leaving :
Company closed

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[Insert Position Applied For Here] | [Insert Applicant's Name Here]
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■Candidate Name ■|■Christiaan Venter XE
■MPC Consultant Name ■| ■Hilde Van Rooyen (021) 552 8048