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Position Applied For:

Sales Consultant

Candidate Name:

Graham Smith

MPC Consultant Name:

Colleen Stevenson

MPC Consultant's Contact Details:

(021) 552 8048

Date Referred:

21 October 2016

Personal Details

Surname :

Smith

First Names :

Graham Shaun

Nationality :

South African

Language Proficiencies :

English and Afrikaans

EE/AA Status :

White, Male

Availability :

Immediately

Current Salary :

R8 500.00 plus petrol

Expected Salary :

R15 000.00

Career Summary

Company

Position

Duration

Kyocera

Sales Consultant

Jul 2015 - May 2016

Sniper Security Solutions

Sales Consultant

Sep 2014 - Jun 2015

Global Travel Alliance SA

Sales Consultant

May 2014 - Jun 2014

Candidate Summary

Very confident, outgoing and driven by money. He is self-motivated with a strong will to succeed. He excels when under pressure, is very hardworking and driven by challenges. He could be a great asset to a team and his dedication and desire to succeed will pay off in the right Company

Academic History

Qualification :

BA English and Communication

Date Completed :

2010 (Incomplete)
Institution :
Varsity College

Qualification :
Matric
Date Completed :
Grade 12
Institution :
Hillcrest High School



Computer Skills
Programs/Systems :
Microsoft Word
Excel

Graham Smith
Resumé of Career to Date
Company Name :
Kyocera
Type of Industry :
Electrical / Electronic Manufacturing
Period of Employment :
July 2015 - May 2016
Position :
Sales Consultant
Duties :

Cold calling
Presentations
Closing deals
Reason for Leaving :
Unrealistic Targets affected his ability to make money

May 2016 to date - worked at Office Guru for a period but the business was not totally ethical and he decided to leave

Company Name :
Sniper Security Solutions
Type of Industry :
Armed Response
Period of Employment :
September 2014 - June 2015
Position :
Sales Consultant
Duties :

Building own client base
Creating leads
Dealing with clients on a daily basis
Attending appointments
Following up on leads
Admin
Reason for Leaving :
Better prospects, no room for growth

Company Name :
Global Travel Alliance South Africa
Type of Industry :
Hospitality
Period of Employment :
May 2014 - June 2014
Position :
Sales Consultant
Duties :

Dealing with clients on a daily basis
Providing extensive knowledge of our product
Travelling countrywide promoting our product
Performing of professional presentations when required to
Reason for Leaving :
Working on commission only

Company Name :
The Toad on the Road Restaurant and Bar
Type of Industry :
Food & Beverage
Period of Employment :
November 2012 - June 2014 & December 2010 - March 2012
Position :
Bartender
Duties :

Ensuring good and efficient customer service
Good customer relations
Daily stock taking
Maintain a friendly, courteous and professional manner at all times
Ensuring a clean and safe working environment
Reason for Leaving :
Better prospects

Company Name :
Ball Breakers - Cresta
Type of Industry :
Electrical
Period of Employment :
March 2012 - November 2012
Position :
Manager
Duties :

General administration duties
Stock control
Orders, invoices and inventory
Money handling
Control of wages
Maintaining the efficient running of the venue
Reason for Leaving :
Relocated back to Cape Town due to personal reasons

Company Name :

Sway Nightclub (Convent Garden, London)

Type of Industry :

Hospitality

Period of Employment :

September 2008 - December 2009

Position :

Head Bartender

Duties :

Stock taking and rotation

Good customer relations

Maintain a friendly, courteous and professional manner at all times

Make sure bar area and tables are clean and presentable for the next patrons

Reason for Leaving :

Returned back to South Africa, Visa expired

Company Name :

Littlewood Fencing (Bishops Stortford, England)

Type of Industry :

Construction

Period of Employment :

January 2008 - August 2008

Position :

Skilled labourer

Duties :

Special Projects Administrator

Maintained up keep of construction site

Making sure all safety procedures were in place

Cleaning and operating machinery

Upholding a loyal and hard working effort

Reason for Leaving :

Temporary Position

Company Name :

Baroombar Cocktail Bar (London)

Type of Industry :

Food & Beverage

Period of Employment :

June 2007 - December 2007

Position :

Manager

Duties :

Daily issuing and ordering of stock

Ensuring correct opening and closing procedures of venue

General maintenance upkeep
Invoices and administration duties
Reason for Leaving :
Travelling

Company Name :
Station Masters Arms (Durban)
Type of Industry :
Management Consulting
Period of Employment :
February 2010 - November 2010
April 2006 - May 2007
Position :
Waiter & Bartender
Duties :

Ensuring good and efficient service
Good customer relations
Greeting and seating customers
Maintain a positive, efficient and friendly attitude
Reason for Leaving :
Commenced two year working visa in the UK

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[Insert Position Applied For Here] | [Insert Applicant's Name Here]
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■Candidate Name ■|■Graham Smith XE
■MPC Consultant Name ■| ■Colleen Stevenson (021) 552 8048