

CONFIDENTIALITY CLAUSE: All Information concerning the Candidate is furnished to the Client in strict confidence. The Client may not divulge this information to any third party, nor contact the Candidate's present employer, nor take references without prior consultation with MPC Recruitment
Position Applied For:

Candidate Name:

Katelyn Crain

MPC Consultant Name:

Colleen Stevenson

MPC Consultant's Contact Details:

(021) 552 8048

Date Referred:

18 January 2017

Personal Details

Surname :

Crain

First Names :

Katelyn

Nationality :

South African

Language Proficiencies :

English and Afrikaans

EE/AA Status :

White, Female

Availability :

30 days

Current Salary :

R17,000

Expected Salary :

R20,000 plus commission

Career Summary

Company

Position

Duration

TFS / Flipfile

Sales Representative

2014 - Date

Permoséal

Sales Representative

2008 - 2014

Planet Fitness

Admin Manager

2007 - 2008

Candidate Summary

Academic History

Qualification :

IMM/NQF 6 Degree

Date Completed :

2012

Institution :

Varsity College

Qualification :

Matric

Date Completed :

2004

Institution :

Allen Glen High School



Computer Skills

Programs/Systems :

MS Word (Adv)

MS Excel (Adv)

MS PowerPoint (Adv)

MS Access (Adv)

MS Outlook (Adv)

MS Project (Adv)

Additional Training and Skills

Courses

Sales Training Course - 2004

Health Connection

Dynamics of Professional Selling

Achievements

Millionaires Club - Target in Excel of R1000 000

Most Consistent Sales Consultant Award - 2005 & 2006

Completion of Degree in International Marketing (IMM NQF 6)

Multiple Successes in Client Sales Growth

Katelyn Crain
Resumé of Career to Date
Company Name :
TFS / Flipfile
Type of Industry :

Period of Employment :
2014 - Date
Position :
Sales Representative
Duties :

Calling on existing clients
Accurately assess customer needs and potential requirements
Dealing with queries and complaints
Merchandising
Point of sale
Order taking
Promotions, stands
Brand Leaders awareness
Generate or influence business to stimulate sales and demands across existing and new business development
Targets of up to R1.5 million per month
Promotional activities
Marketing of new products
Monitoring growth of products and clients
Reason for Leaving :
Retrenched but wanted to leave

Company Name :
Permoséal
Type of Industry :

Period of Employment :
2008 - 2014
Position :
Sales Representative
Duties :

Calling on existing clients - 150 and 200 clients per month
Generate or influence business to stimulate sales and demands across existing and new business development
Accurately assess customer needs and potential requirements
Dealing with queries and complaints
Merchandising
Point of sales
Order taking
Promotions, stands
Brand Leaders awareness
Target from R7.4 million per annum
Promotional activities
Marketing of new products / Monitoring growth of products and clients
Reason for Leaving :

Company Name :
Planet Fitness

Type of Industry :

Period of Employment :

2007 - 2008

Position :

Admin Manager

Duties :

Receipting

Credit Notes

Banking

Keeping current partnerships in place

Capturing of contracts

Pulling of monthly general sales reports

Full Debit order breakdown

Partnership activations

Auditing of contract books

Membership transfers

Dealing with customer complaints

Reason for Leaving :

Company Name :

Health Connection

Type of Industry :

Period of Employment :

2004 - 2007

Position :

Club General Manager

Duties :

Manage staff of 30

Interviewing / employing of new staff

Training staff

Sales

Banking

Admin

Maintenance

Budgets

Salaries

Marketing / Promotions

Customer complaints

Reason for Leaving :

Temporary position

Company Name :

Health Connection

Type of Industry :

Period of Employment :

2001 - 2004

Position :

Sales Executive

Duties :

Obtaining leads through referrals
Setting up minimum of 10 appointments per day
Clients tour of facilities - to obtain valuable information from prospective clients in terms of any objections and queries during presentation
Closing of sales
Reason for Leaving :
Company closed

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