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Position Applied For:

Sales Consultant

Candidate Name:

Dean Clifford Boddy

MPC Consultant Name:

Heine Bunge

MPC Consultant's Contact Details:

(021) 552 8048

Date Referred:

8 November 2016

Personal Details

Surname :

Boddy

First Names :

Dean Clifford

Nationality :

South African

Language Proficiencies :

English and Afrikaans

EE/AA Status :

White, Male

Availability :

Immediate

Last Salary :

R6,000 p/m Basic + Commission (±R12,000 Gross p/m)

Expected Salary :

Negotiable - basic salary + commission

Career Summary

Company

Position

Duration

Surf4cars.co.za

Sales Support / Marketing Co-ordinator

Jun 2016 - Oct 2016

BrandCo (Vehicle Branding & Signage)

Sales Representative

Jan 2015 - Jun 2016

Academic History

Qualification :

Matric

Date Completed :

2011

Institution :

Tafelberg High School - Bothasig

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Computer Skills

Programs/Systems :

MS Word (Int)

MS Excel (Int)

MS Access

MS Outlook (Int)

Dean Clifford Boddy
Resumé of Career to Date
Company Name :
Surf4cars.co.za
Type of Industry :
Online Sales
Period of Employment :
June 2016 – October 2016
Position :
Sales Support / Marketing Co-ordinator
Duties :

Look after and maintain relationships with ±50 dealerships a week.
If dealerships require him to take photos of vehicles which needed to be uploaded onto their profile on their website, he did it.
He made sure all images, prices and details of every vehicle on their website are loading correctly with no glitches.
Gave constant feedback to sales representatives whilst also looking for new business along the way.
Co-ordinating of marketing by setting up promotional events, hiring promo staff, promotional equipment as well as arranging vehicles to be on show for the event within the mall.
Data capturing after each event in order to give feedback to the Manager.
Reason for Leaving :
His girlfriend's mother makes baby clothing and while at a Surf4cars customer, he pitched a sale on behalf of his girlfriend's mother. The company dismissed him for conflict of interest. He didn't realise it was against company policy and learned a valuable lesson from the experience.

Company Name :
BrandCo
Type of Industry :
Digital Vehicle Branding and Signage
Period of Employment :
January 2015 – June 2016
Position :
Sales Representative
Duties :

Build business by maintaining relationships with clients, current and new.
Identify business opportunities by looking for new prospects and evaluating their position in the signage industry.
Sell BrandCo's products by making contact and developing relationships with clientele.
Had to maintain good relationships with his clients by providing support, information, and guidance, doing researching and recommending new opportunities.
Help to find product improvements or new products by updating himself on the latest trends in the printing/signage industry.
Prepare reports by collecting, analysing, and summarizing information on all work done.

Contribute to team effort by accomplishing sales results as needed.
Use various techniques such as; presentations, building client relationships, emphasizing company excellence, negotiation, prospecting, meeting sales goals, creativity, sales planning, independence, self-motivation for sales goals.
Reason for Leaving :

Strong financial opportunity was presented to him

Company Name :

The Golf Village

Type of Industry :

Recreational

Period of Employment :

April 2014 - October 2014

Position :

Membership Sales Consultant / Professional Golf Advisor / Senior Sales Consultant

Duties :

As a Senior Sales Consultant he had a budget to be met of which he achieved consistently.

Had to undergo sales training which included: Sales pitching, perceived value selling, handling objections, cold calling, phone etiquette, getting referrals, generating own leads, following up with clientele, creating appointments and closing deals, managing a sales team, goal settings and steps to accomplish your goals.

Reason for Leaving :

Not in line with his career aspirations - lack of passion for the golf industry

Company Name :

Fridge Foods Group

Type of Industry :

Logistics

Period of Employment :

April 2013 - December 2013

Position :

Driver (6 months) / Van Assistant (3 months)

Duties :

Has warehouse and stock take knowledge.

Did quotes, invoices, cold calling and dealing with clientele face to face and over the phone.

Managed stock coming into the receiving of the warehouse as well as going out.

Reason for Leaving :

Opportunity in a sales role

Company Name :
Bothasig Pharmacy
Type of Industry :
Retail
Period of Employment :
January 2011 - March 2013
Position :
Cashier / Assistant
Duties :

He worked as a cashier whilst helping on the floor attending to customers' requests.

Did cash ups, stock takes

Worked in the dispensary as an assistant.

Reason for Leaving :

Casual work

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[Insert Position Applied For Here] | [Insert Applicant's Name Here]
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■Candidate Name ■|■Dean Clifford Boddy XE
■MPC Consultant Name ■| ■Heine Bunge (021) 552 8048