

Maxine Curry

Sales Professional

AREAS OF EXPERTISE

Sales prospecting
Relationship building
Visual merchandising
Handling objections
Generating quotes
Competitor analysis

PERSONAL SUMMARY

A positive, engaging and action oriented Sales Professional who views every customer as a potential sale. Maxine possesses a competitive spirit and is able to bring vigour, energy and excitement to all areas of customer interaction. She is comfortable with being the outside face of a company's marketing team. As a fearless sales hunter who is money motivated she possesses the determination to achieve results no matter what the obstacles, she is someone who will be sure to have an immediate impact on your bottom line. Right now, she is looking for a suitable position with a thriving company where there is strong potential for further earning and advancement.

WORK EXPERIENCE

Company name – Location

SALES PROFESSIONAL Jun 2013 – Present

Responsible for meeting the expectations of her employer and the requirements of her customers by giving clients what they want at the price they are willing to pay.

Duties:

- Making sales presentations to customers at fairs, shows, businesses and residences.
- Handling all relevant administrative aspects of a sale, such as filling in order forms.
- Assisting clients in finding the products and services that are right for them.
- Quickly responding to any customer requests for information and prices.
- Following up on all prospective leads, by contacting them and staying in touch.
- Communicating with customers in a friendly, prompt and professional manner.
- Building strategic client relationships to maximize revenue for a company.
- Confidently presenting the company's products and services to customers.
- Prospecting with new and existing customers through cold calling and networking.
- Maintaining strong knowledge of the company's products and promotions.

PROFESSIONAL

French speaker
First Aider

PERSONAL SKILLS

Passionate
Forward thinking
Focused
Hard working

Company name - Location JOB TITLE Dates (i.e. Aug 2011 – Jun 2013)

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KEY SKILLS AND COMPETENCIES

- Superb telephone etiquette and able to professionally talk to key decision makers.
- Developing sales processes and procedures that are efficient and very effective.
- Available to work a flexible schedule that includes evenings and weekends.
- Maintaining the professional appearance & cleanliness of all areas of the showroom.
- Ability to work under pressure, managing uncertainty and adapt to rapid change.
- Writing up high quality response documentation to customers who have written in.
- Excellent social media knowledge of platforms such as Twitter and Facebook etc.

CONTACT

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Driving license: Yes
Nationality: British

ACADEMIC QUALIFICATIONS

Nuneaton University 2008 - 2011
BSc (Hons) Sales Management

Coventry Central College 2005 - 2008
A levels:
Maths (A) English (B) Technology (B) Science (C)

REFERENCES – Available on request.