

Mary Jane

Sales resume

AREAS OF EXPERTISE

Client relationships
Customer service
Setting achievable goals
Promotional marketing
Presentation skills
Cold calling
Pricing strategies
Closing techniques
Risk tolerance

PROFESSIONAL

First Aid qualified
French speaker

PERSONAL SKILLS

Well organized
High energy level
Excellent self presentation
Ongoing personality

PERSONAL DETAILS

Mary Jane
Orchid Ltd
The Big Pig
Birmingham
B15 0AP
T: 0344 321 876 0026
M: 0876 061 0122
E: info@bigpigs.com

Printing known: Yes

PERSONAL SUMMARY

A results driven and hard working sales professional who has an entrepreneurial spirit along with the ability to work in highly flexible, rapidly changing and ambiguous work environments. Mary is flexible, positive and resilient with the ability to be innovative and create a fun environment. She has the passion and desire to deliver outstanding results through team motivation whilst working professionally with good operational processes. She has a proven track record of closing sales and does this by gaining a clear understanding of a customer's business and their requirements. She is now looking for a position with an ambitious company that rewards good performance & takes action to improve poor performance.

WORK EXPERIENCE

Manufacturing Company – Birmingham
SALES EXECUTIVE June 2000 – Present

Responsible for listening to customer requirements and then presenting them with appropriate company products or services that match their needs. Also in charge of creating detailed proposal documents as part of formal bidding processes.

Duties:

- Identifying new sales and business opportunities
- Generating leads through professional networking and cold-call techniques.
- Collecting and analysing market information.
- Conducting market research and sales campaigns as required.
- Customising with clients both over the phone and face to face.
- Working with managers to identify and implement best practice.
- Managing the sales cycle with an average sales cycle of 90 days or less.
- Dealing with enquiries from prospective customers.
- Attended weekly sales meetings.
- Coaching, training & developing junior staff to achieve and exceed sales targets.
- Offering a price to customers and then negotiating around it.

Mortgage Broker – Coventry
Sales Person April 2010 – June 2010

KEY SKILLS AND COMPETENCIES

- Developing repeatable sales models that create consistent success & revenue growth.
- B2C analysis on why to buy and why to buy now.
- Detailed conversation skills and the ability to create and deliver compelling arguments to an executive audience.
- Able to work under pressure and in busy office environments.
- Can manage multiple commercial processes simultaneously.
- Ability to deal with sales complexity and solve complex customer issues.
- Persevering with product.
- Developing strategy, "out-of-the-box" ideas and implementing them.

ACADEMIC QUALIFICATIONS

Southwest University – 2008 – 2010
BA (Hons) Marketing
Coventry Central College – 2003 – 2008
A levels: Maths (A) English (B) Technology (B) Sciences (C)

REFERENCES: Available on request.