

# Mary Jane

## Sales resume

### AREAS OF EXPERTISE

- Client relationships
- Customer service
- Setting achievable goals
- Promotional marketing
- Presentation skills
- Cold calling
- Pricing strategies
- Closing techniques
- Bid tendership

### PROFESSIONAL

- Finalist qualified
- French speaker

### PERSONAL SKILLS

- Well organized
- High energy levels
- Excellent self presentation
- Outgoing personality

### PERSONAL DETAILS

Mary Jane  
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The Big Pig  
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### PERSONAL SUMMARY

A results-driven product 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 honest, 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 established company that rewards good performance & takes action to improve poor performance.

### WORK EXPERIENCE

#### Manufacturing Company – Birmingham

##### SALES EXECUTIVE      June 2010 – Present

Responsible for liaising to customer requirements and then presenting them with appropriate company products or services that match their needs. Also to draft up 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.
- Developing and analysing market information.
- Conducting market research and tailoring campaigns as required.
- Communicating 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.
- Attend weekly sales meetings.
- Coaching, training & developing junior staff to achieve set revenue sales targets.
- Offering a prime to customers and then negotiating around it.

#### Mergers & Acquisitions - Coventry

##### Sales Person      April 2010 - June 2010

### KEY SKILLS AND COMPETENCIES

- Developing repeatable sales models that create consistent income & revenue growth.
- B2B analysis on why to buy and why to buy now.
- Excellent communication skills & the ability to create and deliver compelling arguments in an emotive audience.
- Ability to work under pressure and in busy office environments.
- Controlling multiple commercial processes simultaneously.
- Ability to deal with take ownership and solve complex customer issues.
- Forecasting with precision.
- Developing creative, "out-of-the-box" ideas and implementing them.

### ACADEMIC QUALIFICATIONS

#### Spalding University      2004 - 2010

##### B.A (Hons) – Marketing

#### Canterbury Cantal College      2003 - 2005

##### A Levels:      Maths (A) English (B) Technology (B) Science (C)

### REFERENCES      Available on request.