**PERSONAL PROFILE**

Results-driven professional, with a highly successful background in sales and management. Commercially focused and possesses excellent interpersonal, communication, and negotiation skills. Establishes credibility to influence decisions and cultivate excellent relationships through successful c-level engagement. Leads by example with a collaborative approach to engage, motivate and encourage others. Maintains a strong, visible and relevant partner network. Consistently promotes that a consultative solution sales method is the most successful approach.

**OBJECTIVE**

Currently looking for a new and challenging position within the technology sector, with a high focus on solution selling and account management, which makes the best use of existing skills and experience whilst continuing to further personal and professional development. As a tech enthusiast and gamer, ideally this position will be with a large tech or visual systems company.

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**CAREER SUMMARY**

**The Learning People** *2012- Present*

An education technology company providing learning solutions and e-learning content for corporate clients and consumers worldwide. During my time at the company, I have seen its annual turnover grow from £1.5 million to £12 million. I started as a sales consultant, then went on to create two of the three sales teams. I continued to manage one of these teams whilst being the liaison for several of our external providers. More broadly, I am responsible for spearheading key policies, sales processes and company culture that has become the spine of The Learning People over the past decade.

**Head of Code Enrolments (Inside Sales Manager)** *October 2016 to today*

* Manage a team of 10 consultants, producing more than £300k per month.
* 52% average increase in monthly revenue versus last year.
* The Code Team has the most expensive products with the fewest finance options. The company relies on our revenue to support the business. As such, I designed and implemented a forward-thinking, results orientated working environment to nurture a high-performing culture and drive self-motivation.
* Routinely achieved monthly and quarterly revenue quotas. My consultants regularly outperform all other consultants on revenue targets.
* Generate and present accurate forecasts to company stakeholders and weekly reporting on sales performance against budget and analysis on variances.
* Establish and maintain effective communication between all business units, stakeholders, and investors.
* Representation of company values and belief system in line with the company’s mission statement.
* Led webinars and presented at live events to audiences of 100-200 potential customers.

**Inside Senior Sales Consultant** *March 2014 – October 2016*

**The Learning People**

* 2014 sales champion.
* 12 successive months of exceeding the monthly quota - 204% of July 2014 target.
* Contributed 34% of annual team revenue (team of 8 consultants) .
* Mentored junior consultants on best practices and collaborative approaches to win business.
* Representing company values whilst benchmarking productivity standards & championing sales handbook.
* Responsible for the end-to-end sales process for all inbound & outbound inquires, ensuring at all contact points clients understand the value and benefit of digital solutions and career-led training.

**Inside Sales Consultant** *August 2012 – March 2014*

**The Learning People**

* Won the most trusted employee award in 2013.
* Consistently achieved monthly quota.
* Key member of a new hyper-growth business unit.
* Extracting needs outlined by clients through a consultative sales approach, then recommending solutions, storytelling the product with clear value propositions based on the need identified and then closing the sale promptly.

**Sales Consultant** *March 2009 – August 2012*

**O2, Telefonica**

* Consistently delivered high volume of sales and excellent customer services and have a proven track record with what O2 called “Fantek” which is a customer feedback database.
* After about 9 months in this position, I was promoted to 2nd Assistant Manager.
* In this role I was responsible for running the shop on Sundays; this involved team briefings, setting targets, managing staff, driving sales, cashing up and the general running of the store. My technical experience is also quite extensive, so I dealt with most technical issues/queries.

**Hardware Engineer** *September 2008 – January 2009*

**The RSI (RediFun Simulation Inc.)**

RSi Simulation is a technical support provider offering a broad range of services for the flight simulation industry globally. We offer turnkey solutions to commercial and military simulator operators including logistics packages, upgrades and maintenance support.

*During this period, I was spending time with family in Texas.*

* While in Texas I worked with my father at a company called RSI (Redifusion Simulation Inc.)
* They Specialise in visual systems for aircraft simulators.
* I built cutting edge visual systems that eventually would sell for approximately $250k.
* I also attended a trade show in Florida called IT/SEC where I had the opportunity to speak with high-ranking military gentlemen about RSI’s visual systems.

**QUALIFICATIONS & EDUCATION**

*Sept 2003 to June 2004 Aug 1997- June 2002*

**NVQGCSEs**

**Subject** **Grade Subject Grade**

Retail Pass ICT Pass

English Literature Pass

History Pass

Maths Pass

Science Pass.

**The Learning People Courses Completed**

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| •Sales Fundamentals | •Negotiation Advanced: Winning with Insights |
| •Influencing & Persuasion | •Advanced Presentation Skills |
| •Consultative Selling | •Comptia A+ |
| •Negotiation Fundamentals | •Comptia N+ |
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**Recent Literature**

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| --- | --- |
| •The Challenger Sale | •Drive |
| •To Sell is Human | •7 Habits of Highly Effective People (Currently reading) |

**REFERENCES AVAILABLE ON REQUEST**