

Humma Noshine

Renewals Sales Manager, Sales Executive

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Birmingham, United Kingdom

Energetic and hard-working sales professional who has the ability and professional experience to lead a sales team, as well as exceed sales targets.

SKILLS AND COMPETENCIES

Leadership
Problem Solving
Coaching/Training
Strategic thinking
Maximising sales opportunities

Customer Orientation
Quick thinking/learning
Team work
Planning and organising
Interpersonal effectiveness

Organisational
Persistence
Reliability
Time management
Presentation

Work Experience

Extra Energy supply LTD
B2B new acquisitions sales agent (2014)

Key Achievements ([Click for full description](#))

- Cold-calling to gain new business
- Built and maintained an active pipeline of opportunities
- Achieved most sales targets
- Helped customers with the onboarding process
- Generated detailed quotes (including savings), via telephone and email
- Generated and quoted new leads from new and existing clients
- Took part in team building events
- Built relationships with the team and across the business

Extra Energy supply LTD
SME Renewals Sales agent (2015), SME Renewals Senior Sales advisor (2016)

Key Achievements ([Click for full description](#))

- Maintained great business relationships with new and existing SMEs.
- Maintaining a high level of product and service knowledge
- Renewed customers at a overall high a margin
- Compiling and managing customer budgets and generating personalised business quotes including profit/loss/sale price, ensuring customers receive the best value deals
- Took the initiative to help the team to achieve their targets
- Motivated others to achieve team targets
- Improved team sales performance through coaching and training
- Created detailed training packages
- Improved sales processes by creating a sales structure
- Tested and rolled out a new CRM and other systems to the team
- Built relationships with senior management teams

Extra Energy supply LTD
SME Retentions Manager (2017-2018)

Key Achievements ([Click for full description](#))

- Took the lead to increase whole customer value
- Took the lead to increase customer contract lengths
- Increased sales performance
- Improved team productivity by recreating the team structure
- Helped improve pick up rate
- Re-built team to split duties to improve the customer journey process
- Ensured ALL monthly targets are kept
- Recruited 5-6 individuals on to the team
- Focused on agent KPIs and ensured agents are on track for their monthly targets
- Carried out 121s, late/absence forms and other daytoday management duties
- Reported sales activity directly to the sales director
- Ensured the team built an active pipeline of opportunities
- Translated the strategic targets into a plan

Computer Futures (S Three) *Recruitment Consultant (2019)*

Key Achievements ([Click for full description](#))

- Effectively grew a business specific to my market and geographical area
- Built strong relationships with contractors who always gave me information about the market
- Always received a positive response from my targeted marketing emails
- Built a database of clients and businesses who hire my specific markets skills set
- Created a positive impression on my clients and built trust to create a prosperous business relationship
- Created a positive effect on my team members and others within the company so I could easily give my opinion on matters where needed
- Built strong knowledge and interest in different coding languages and how technology is used within companies to transform workload
- Participated in a collaborative environment
- Took part in all training

GO Low Carbon (2020 – Nov 21)

Business development manager

Key Achievements ([Click for full description](#))

- Improved current CRM so its modelled for both sales and admin
- Massively involved in the administration of the company
- Created a new admin structure
- Created plenty of training material (guides, videos, screen recordings, task sheets)
- Created and analysed daily/monthly sales reports
- Virtual 121s
- Recruited lead generators (created job ads - to taking interviews)
- Account managing current customers
- Massively involved in customer journey processes

University of Birmingham - Current - May 22 *Bootcamp - Full stack Software development*

Key Achievements

- Daily usage of Visual studio
- Creating basic websites using HTML
- Basic Javascript knowledge (external and internal)
- Good practice using HTML and CSS (external and internal)

Academic

Hodge Hill Girls' School 2009
Matthew Boulton College 2009-2011
University of Birmingham 2021-2022

A-Cs GCSEs
National Diploma in Childcare Level 3
Bootcamp - Full stack Software Development