

ABOUT ME

Experienced sales manager with a technical background in engineering. Proven ability to lead large teams, develop and execute successful sales strategies, and build strong client relationships within an array of multiple industries.

WORK EXPERIENCE

FTTP Engineer | Kelly Group

September 2024 – Present

Deliver Fibre connectivity to customer premises on the Openreach One Fibre Network, working at heights and underground. Collaborate to meet targets and KPIs while ensuring compliance with Health and Safety regulations. SA001, SA002 & NRSWA

Operations Manager | Halo Logistics

February 2023 – September 2024

Managed a team of up to 26 self-employed couriers, responsible for achieving key performance metrics while maintaining exceptional customer service standards and ensuring compliance with regulatory requirements, specifically adhering to the unladen weight regulations as stipulated in the Road Traffic Act 1988.

Operations Manager | TLLC Wholesale

October 2020 – February 2023

Oversaw and optimized daily business operations to enhance efficiency, productivity, and profitability within a B2B organization while managing the sales and marketing teams to ensure performance metrics were achieved. Departed from the role following the company's decision to cease its B2B wholesale operations due to the impacts of the COVID-19 pandemic.

Land Agent | Andrews Property Group

January 2017 – October 2020

Responsible for the negotiation and acquisition of land, providing clients with expert advice on valuation, pricing, and land use for residential and commercial redevelopment. This included conducting site appraisals, developing strategic land-use plans, and ensuring compliance with planning regulations.

Estate Agent | Cubitt & West

February 2014 – December 2016

Facilitating the buying & selling of properties, connecting buyers and sellers and managing the transaction process.

Assistant Store Manager | EE Retail plc

June 2013 – January 2014

Supporting the Store Manager in overseeing daily retail operations, driving sales, and ensuring customer satisfaction.

SKILLS

Sales leadership

Technical understanding

Client relations

Communication skills

Strategic thinking