

Name: Paul Trueman
Address: 2 Crookfur Road
Newton Mearns
Glasgow
G77 6DY

Contact Details:

Home: 0141 616 2718
Mobile: 07815 461166
Email: paulyjd@gmail.com

Dates January 2020 - October 2020
Position Full Stack Developer Student
Company Code Institute
Description:

As I am now in a position to pursue a career that I want as opposed to a career I need, I opted to enrol on this course to give me a basic knowledge of coding and a good grounding to move into an industry that genuinely interests me.

Dates August 2019 - December 2019
Position Regional Sales Manager
Company City Blinds & Shutters
Description:

I was offered this position by the company owner who was attempting to remove himself from the day to day running of the business. My duties ranged from running an outward bound sales force to managing in house sales and reception staff, setting targets and goals for the teams and effectively managing their performance. This was proving to be a difficult transition for the owner so I was assisting him with this adjustment. However it became clear that the company was in financial difficulty, resulting in the restructuring of the business unviable. I moved on and they subsequently went out of business a few months later.

Dates March 2014 - August 2019
Position Store Manager
Company Carpet Ways
Description:

I accepted this position in a small family run firm to re enter the retail sector. Being a small firm, staffing levels are low therefore managing all aspects of the business efficiently is crucial. I spent my early time here reorganising and restructuring my branch and sales team to make a better customer experience which ultimately lead to a more profitable branch with good like for like growth over three years. I was then invited to take over the ailing flagship store to try and recreate what I had done already. After some major changes the store is now performing at a higher level than at any time in its twelve year history, hitting all sales and KPI targets each month even through the difficult economic downturn the retail industry has suffered in these past years.

Dates July 2013 – February 2014
Position Motor Injury claims handler
Company Aviva
Description:

I was interested in the concept of this position but as time progressed it fell short of the stimulating experience it had promised and it transpired to be no more than a data entry position, so I decided to move on for a new challenge.

Dates August 2007 – June 2013
Position Property Manager
Company QUESTWAY LTD
Description:

After returning from abroad I took the position of property manager for a private company. This role was a new challenge for me as it was unlike anything I had done previously. I had control of over one hundred and fifty residential and forty commercial properties and was involved in all aspects of the day to day running of them, including managing new and existing tenants, rent payments, council tax, non domestic rates, utility bills, repairs and renovations and dealing with various councils. This position became obsolete when the owner decided to offload his portfolio and therefore came to an end when all properties were sold.

Dates September 2005 – August 2007
Description: Living Abroad

I was fortunate enough to be in a position to take some time out with my family and spent two years living in Spain. While there I started a small pool cleaning company which I sold on and is still going today.

Dates December 2002 – July 2005
Position Sales Manager
Company Suites To Go
Description:

My first senior management post with five stores under my control. My duties were initially to recruit and train a sales team to a new concept of stock only immediate delivery furniture retail, while maximising sales, customer service, organising incoming and outgoing deliveries, and compiling turnover reports. Despite steady growth the business was dissolved in it's infancy due to irreconcilable differences between the company's directors.

Dates October 1999 – December 2002
Position Store Manager
Company Land of Leather
Description:

Daily store running included housekeeping, customer service, stock control, setting sales targets and compiling reports. L.O.L. started the really affordable furniture trend of the late ninety's which kept its stores very busy, and it's Managers on the sales floor for much of the day making time management crucial. I left L.O.L. to advance my career in sales.

Dates January 1999 – October 1999
Position Car Sales
Company VERVE VOLKSWAGEN
Description:

Although I really enjoyed my time here, this was always going to be a temporary position as I had accepted an offer from Land of Leather who were opening later in the year.

Dates May 1993 – December 1998
Position Store Manager
Company Landmark
Description:

I started with Landmark in a furniture sales position and within two years had progressed through to assistant manager then to manager. My duties involved running the sales team, customer service, sales and delivery reports, and cash control. Landmark embarked on a rapid expansion programme throughout the U.K. but ran into financial difficulty. As the business started to break down, I decided to move on.

Dates March 1991 – May 1993
Position Sales
Company Carpet Right
Description:

My first shop based sales position in a fast paced high customer turnaround environment. This was a great education and set me on my way to a successful sales career. I left this position to enter into the more lucrative furniture trade.

Dates July 1986 – March 1991
Position Marine Engineer/ Sales
Company Ashfield Marine
Description:

My first job from leaving school, I was employed as an apprentice marine engineer working on pleasure craft such as speedboats and cruisers. During the 1989 boat show I was on hand to give technical advice to prospective customers and as a result I sold several boats. This then lead to a weekend sales position within the company, which I perused while continuing my engineering position throughout the week. By 1991 the boat industry was slowing down and the opportunity for a move to Carpet Right and get into a more sales orientated role presented itself.

