

PIRI CAVANAGH

0428045020

✉️ piricavanagh@gmail.com

WORK EXPERIENCE



Product Sales Specialist

Pro AV Solutions 03/03/2025 - Current

Notable Achievements:

- My Team Had 100% increase approximately in Revenue Last quarter (2024 to 2025 Q4) from the Quarterly average in the product sales department.
- Designed and implemented a modernised quotation report using Visual Basic

Customer Testimonial

Healthcare Industry Client: "This is great, I like the new template Pro AV have moved too (The pictures are helpful when explaining this to the procurement team)"

Key Responsibilities:

- Developing and executing email marketing campaigns
- Managing client accounts and preparing quotations
- Overseeing and maintaining e-commerce store operations
- Coordinating vendor relationships and communications
- Providing timely updates on procurement and delivery status
- Offering expert knowledge and recommendations on audio-visual products



Technical PreSales Support

Pro AV Solutions 20/04/2024 - 03/03/2025

Notable Achievements:

- successfully took on Management of the Email marketing campaigns

key responsibilities

- Managing sales inbox and delegating sales opportunities to Account Managers
- Manage and maintain DTools software and product catalogues
- Update and create custom reports and quote templates
- Support Account Managers with quotes and technical documentation
- Process quote revisions and change orders
- Assist with tender submissions and sales support tasks

General SKILLS

- Customer-focused
- Hard working
- Attention to detail
- Team worker
- well spoken
- Proactive worker

IT Skills

- Advanced Excel skills, with complex functions and pivot tables
- Advanced Canva & Adobe photoshop skills
- ZOHO & Pipedrive CRM Management
- intermediate C, C#, Visual Basic, Python, Java and JavaScript
- Intermediate AI skills
- Advanced Computer Literacy

QUALIFICATIONS

- Bachelor of Information Technology - QUT 2022
- Diploma of Information Technology - TAFE 2019

REFERENCES

Tristan Herrod

Pro AV Head of sales
0432 204 773 (Please Advise me before contacting)

Lachlan Mathison

0423 049 977
DJI store Manager



D1STORE

AUTHORISED RETAIL STORE

Product specialist

DJI | Authorised Retail store 2021 - 2024

Sales Achievements

- Achieved our store's KPI for June - \$400k
- Total Sales Revenue to date - \$900k +
- April 2023 Ranked 7th best in sales in the DJI Store Australia.
- May 2023 Ranked 4th best in upselling DJI Care Refresh in the DJI Store Aus.

key responsibilities

- Providing Technical support for DJI Software & Hardware
- Selling DJI drones, Gimbals and Camera products
- Understanding Pricing sheets and Profit Margins
- Customer inquiries in-store/over the phone (e.g. the provision of quotations)
- Processing warranty claims & Insurance claims

SKILLS

- High level of IT skills
- Hard working
- Attention to detail
- Team worker but can also work solo
- well spoken

IT Skills

- Advanced Excel skills, with complex functions and pivot tables
- Advanced Canva & Adobe photoshop skills
- ZOHO & Pipedrive CRM skills
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