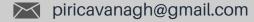
PIRI CAVANAGH



0428045020



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 Al 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



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
- intermediate C, C#, Visual Basic, Python, Java and JavaScript
- Intermediate AI skills
- Advanced Computer Literacy

QUALIFICATIONS

- Bachelor of Information
 Technology QUT 2022
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REFERENCES

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