

## **EOIN LEONARD**

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### **CAREER OVERVIEW AND OBJECTIVES**

With 20+ years' experience in field sales and account management, incorporating a proven track record in target-driven sales, a highly motivated and dedicated employee with strong negotiation and inter-personal skills, continuing to establish and maintain trusted strategic relationships with clients.

Thriving on success, with a persistence to acquire knowledge and be instrumental to the sales and revenue division, looking to engage in a role that will maximise existing skills and experience and present new professional challenges.

### **KEY STRENGTHS**

- Exceed sales targets through an ability to identify and respond to client's needs.
  - Recognise and pursue sales opportunities.
  - Demonstrate expertise to manage the entire sales process; from initial lead to close of sale while optimising repeat business potential.
  - An enthusiastic, committed, loyal, highly motivated and energetic individual who enjoys the diversity of challenges within the role of sales.
  - Proven leadership skills, works well under pressure, aptitude to multi-task, displays initiative while enjoys working as part of a sales team.
  - Technical skills include CRM (Salesforce), MS Office Suite: Excel, PowerPoint and Word
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### **CAREER HISTORY**

#### **Tooling & Engineering Distributors (T.E.D) Ltd – Sep 2020 to Present**

##### *Area Sales Manager*

- Travel to potential and existing customers within an assigned sales area to present company offerings and build brand awareness
- Develop and sustain long-term relationships with customers
- Regularly review sales data and create reports for senior-level management
- Identify both struggling and successful sales initiatives and explore ways to improve on sales metrics
- Plan and execute sales meetings to help provide feedback and sales insights
- Attend monthly reviews and team-building events at the company's locations
- Meeting & exceeding sales targets for the assigned sales area
- Identify and acquire new customers, as well as up-selling to the existing customer base
- Prepare regular reports and participate in regular meetings to review performance

### **ABCON Irish Abrasives Manufacturer - Oct 2017 to May 2020**

*Sales Executive/Account Manager*

#### **Key Responsibilities**

- Identify business opportunities and evaluate position
- Establish contact with existing and prospective clients
- Develop relationships with clients and new business leads
- Strong interpersonal skills and an ability to build rapport with clients
- Research and analyse sales options
- Recommend solutions and deliver after sales service
- Achieve and exceed sales and quarterly targets
- Key point of contact between company and clients
- Attend industry events and trade shows, nationally and internationally

### **KONE Ireland Ltd - Feb 2016 to Dec 2016**

*Service Account Manager (Maternity Cover)*

#### **Key Responsibilities**

- Provided excellent client services, ensured relationships were positive, stable and reported to Customer Services Director
- Contributed to client's business growth by identifying new opportunities
- Worked on existing and new business opportunities
- Escalated and resolved areas of concern as raised by clients
- Negotiated client and company terms of agreement, implemented and finalised sales
- Achieved above proposed quarterly targets
- Provided clients with quotations and follow up

### **Masonry Fixing Services Ltd - Sep 2013 to Dec 2015**

*Technical Sales Executive*

#### **Key Responsibilities**

- Liaising with constructional engineers, site managers and buyers.
- On site product testing
- Ensure anchors perform as expected and provide report results to engineers
- Duties also included all facets of the sales process; prospecting, relationship building, equipment demonstration, proposal presentation, and account management

### **Light Hardware Supplies Ltd – Jan 2011 to Aug 2013**

*Area Manager*

#### **Key Responsibilities**

- Maintaining and building on existing client accounts in the Leinster region
- Identify and maximise further revenue opportunities
- Promote company status in the area

## **Frank Flanagan Fittings Ltd - Mar 2007 - Oct 2010**

*Sales Executive/Account Manager*

### **Key Responsibilities**

- Ownership of clients and after sales support
- Provide a positive and professional company image
- Achieve pre-agreed targets in both key accounts and new business leads
- Maximise repeat business opportunities
- Ensure prompt collection of outstanding balances

### **Selected Accomplishments**

- 20% growth in (2007 and 2008)
- Best sales executive (2008)
- Successfully achieved all accounts relevant to company terms
- Maintained and exceed personal sales targets of €1.5million per annum

## **Wurth Ireland Ltd - May 2000 to Mar 2007**

*Sales Representative/Account Manager (Automotive Division)*

### **Key Responsibilities**

- Maintain and develop a client base of 120 accounts
- Servicing clients in the main dealer industry; body shops, commercial vehicle and any specialised workshops in the automotive after-market.
- Identify and maximise sales opportunities to new and existing clients
- Achieve set monthly targets including sales, collection and profit margins

### **Selected Accomplishments**

- Top achiever award for *Special Offer* sales (2005)
  - Group award for *Best Sales* (2004)
  - Top achiever award for *Best Growth in Territory* (2001)
  - Continually achieved and exceeded set targets through maintaining, existing and establishing strong client relationships
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## **EDUCATION HISTORY**

**Crumlin Business College, Dublin**  
Certificate in Retail Sales

**LSB College, Dublin**  
Diploma in Marketing

**Gormanston College, Co. Meath**  
Irish Leaving Certificate

**References**  
Available on request