

ROBIN SNYDERS

SALES REPRESENTATIVE
27 YEARS OLD

COMPETENCES

Selling techniques
Management
Negotiation
Versatility
Sales training
Result analysis
French - native speaker
English - advanced level
Computer science - advanced level
VCA certification
Ministerial approval for alarm system design

CONTACT DETAILS

Passage de la béguine 57c/4,
4452 Wihogne, Belgium

(+32) 496/06.42.51
robin@snyders.xyz

EDUCATIONAL BACKGROUND

Athénée Royal d'Ans

2011 - 2016 | Graduate in carpentry and interior arrangement

Having a degree in carpentry, I have some experience in this field. I am committed to what I do and can handle a complex task as well as a simpler one.

Université de Liège

2016-2017 | Architecture - unfinished

This experience was very rewarding, I learned to be orderly, disciplined and demanding of myself. I also had access to a broad theoretical knowledge of construction, drafting and design.

Léon Mignon (gunsmith school)

2017-2018 | Graduate in Stockmaking

Graduated stockmaker at the gunsmith school of Liege, I acquired a good dexterity and learned to be patient and passionate.

EXPERIENCE

Order picker - Coopervision (student)

Working in the distribution center at the Coopervision company located in Herstal, I have a certain notion of logistics and order preparation. I learned to be profitable and to increase my profitability.

- In charge of picking, packing and large orders
- Compliance with the daily objectives set by the TeamLeader

Sales Advisor - Verisure, CDI

My most educational experience. It was in October 2018 that I really found my way. The Verisure adventure was the most rewarding I had. I was able to quickly get a position of responsibility after being the top salesperson of Liège in 2019.

- Responsible for selling, designing and installing security systems.
- Collaborate with the TeamLeader to generate a maximum opportunities
- B2C and B2B door to door prospection, phoning, recommendations, business introducers, etc...
- Administrative management, quote redaction, contracts redaction, contracts sending to the billing department

Sales Coach - Verisure, CDI

- Responsible for selling, designing and installing security systems.
- Collaborate with the TeamLeader to generate a maximum opportunities
- B2C and B2B door to door prospection, phoning, recommendations, business introducers, etc...
- Responsible for the sales and technical training of new salespeople (in collaboration with the TeamLeader)
- Simplified team management
- Personal administrative management and verification of the team's administrative management

Sales TeamLeader - Verisure, CDI

- Responsible for selling, designing and installing security systems.
- Collaborate with the TeamLeader to generate a maximum opportunities
- B2C and B2B door to door prospection, phoning, recommendations, business introducers, etc...
- Responsible for the sales and technical training of new salespeople (in collaboration with the TeamLeader)
- Full team management
- Personal administrative management and verification of the team's administrative management
- Result analysis
- Implementation of action plans in correlation with performance analysis, KPIs, etc.
- Presentation of team results to the Regional Manager and Branch Managers, analyzing them on a monthly and quarterly basis

Commercial designer - Mobalpa, CDI

It was in August 2022 that I approached the world of kitchen design. I learned to design and defend technically feasible kitchen projects. I was able to take advantage of my training in carpentry as well as the knowledge acquired during my short stint in architecture. I was also able to continue in a commercial position, which is very important to me.

- In charge of selling, designing and drawing kitchens, custom fittings, living room and bathroom furniture
- Elaboration of technical plans for electrical, sanitary and gas connections
- In charge of taking care of projects from the reception of prospects in the showroom to the complete realization of the projects
- In charge of placing orders with various suppliers (furniture, worktops, appliances, hardware, accessories, natural stone, etc.)
- Preparation of quotations and purchase orders in accordance with the various standards in place
- In charge of the store's communication on Facebook and Instagram
- In charge of creating visuals for social networks and some displays for the store
- In charge of the administrative management of the projects
- Responsible for the technical verification of kitchen projects
- Collaboration with installers by making complete installation plans and supervising the work done during installation
- Competitive intelligence/watch
- Search for new suppliers, request for contacts and information followed by reports to the store manager with possible recommendations

ROBIN SNYDERS

SALES REPRESENTATIVE
27 YEARS OLD

June 2023
to
Today

Sales Representative - Youl

As a Sales Representative at Youl Be Safe, I specialize in providing security systems to clients. Through our exclusive partnership with Securitas, a leading security services provider, we offer a wide range of advanced and reliable security solutions to meet our clients' needs.

Here's an overview of my responsibilities and achievements in this role:

- Actively prospecting and developing a client portfolio within a specific sector, identifying sales opportunities, and building strong relationships with key decision-makers.
- Presenting and demonstrating the benefits and features of our high-quality security systems, emphasizing how they provide effective protection and peace of mind.
- Skillfully negotiating and closing deals, ensuring that clients receive competitive pricing and favorable contract terms.
- Providing exceptional customer service by offering personalized solutions, addressing client concerns, and ensuring their satisfaction throughout the sales process.
- Collaborating with the Youl Be Safe team and leveraging the expertise and resources of our exclusive partnership with Securitas to deliver comprehensive security solutions.
- Staying up to date with the latest industry trends, technologies, and competitive offerings to provide informed recommendations to clients.
- Consistently achieving and exceeding sales targets, contributing to the overall growth and success of Youl Be Safe.

COMPETENCES

Selling techniques
Management
Negociation
Versatility
Sales training
Result analysis
French - native speaker
English - advanced level
Computer science - advanced level
VCA certification
Ministerial approval for alarm system
design

CONTACT DETAILS

Passage de la béguine 57c/4,
4452 Wihogne, Belgium

(+32) 496/06.42.51
robin@snyders.xyz