

PHILIP SEDGWICK

Toronto, ON
philsedgwick12@gmail.com
438-686-7576

Dedicated and knowledgeable professional with a passion for environmental issues & sustainable practices

#readytowork

WORK EXPERIENCE

Inside Sales Representative

Simply Green Home Services - North York, ON
Present

- Use warm leads to conduct sales calls to potential customers in order to sell our sustainable energy products.
 - Build customer relationships and follow up with potential sale opportunities.
 - Inform customers about all the benefits for each high efficiency unit we carry
 - Engage in customer service to allow for continued business with clients
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Operations Manager/Sales Representative

MIEL MTL, Montreal, QC - Montréal, QC
May 2018 to September 2020

- Manage partnerships through communicative strategies
 - Extract, bottle, design and label products
 - Participate in business development: design collateral, manage company assets and seek and foster relationships with customers
 - Ensure processes follow best practices related to environmental responsibility
 - Analyze inventory and sales data
 - Continually make sales through cold calling and referrals with restaurants, stores, and more
 - Making deliveries of our products to our 100+ partners around Southern Quebec
 - Managing over 90 beehives as a professional beekeeper in our 30 plus locations
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Telefundraiser Team Lead

Bishop's University - Sherbrooke, QC

September 2016 to April 2018

- Established relationships with alumni with the objective of collecting donations to meet and exceed targets
 - Increased overall sales
 - Managed team responsibilities
 - Won award for "Most Sales" for the year among a team of twenty people
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Instructor & Coach

Mansfield Ski Club - Mansfield, ON

2009 to 2013

- Taught student athletes at various levels, developed curricula, responsible for safety and skill progression
 - Promoted to Freestyle Team Coach in 2012: trained athletes, accompanied team to competitions across Southern Ontario
 - Recruited new students through referrals
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Farmer

Permaculture Farms - Brazil, Thailand, Cambodia

- Gained knowledge of sustainable farming practices
 - Practical experience with permaculture farm work
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President of Environmental Club

Bishops University

- developed sustainability plans for the university
 - lead a team of excited individuals to help reach our environmental goals
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EDUCATION

Master's in Climate Change

Bishop's University - Sherbrooke, QC

January 2018 to April 2018

Semester Abroad in Environmental Studies

Rhodes University- South Africa

July 2017 to December 2017

Bachelor of Arts in Environmental Studies and Geography

Bishop's University - Sherbrooke, QC

September 2013 to December 2017

SKILLS

- Interpersonal
- Project management
- Relationship-building
- Bilingual (English & French)
- Flexible
- Training
- Operations
- Management
- MS Office
- Call Center
- Customer Service
- Cold Calling
- Selling
- Telesales
- Prospecting

CERTIFICATIONS AND LICENSES

CSIA - Certified Level I & II Instructor

CSIA - Certified Freestyle Coach

MAPAQ - Food Production

G License