

Abu-Bakr Saddique

Wolverhampton

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An enthusiastic and dedicated accounting and finance graduate with a hunger for financial freedom. With a good educational background supporting me I am highly motivated to start work with experience working in fast paced environments and within teams. As a university graduate I have an expert background in my education and have also learned how to work in an office environment as part of the course. With a years experience behind in sales I feel confident in handling all objections and am ready to make the next step to further my career with your brilliant firm.

My strengths include working as part of a team because I have good communication skills, both written and oral, as well as advanced IT skills. I enjoy interacting with clients face to face, but I also have good phone mannerisms and can deliver a high level of customer service through the phone as well. My time management skills are impeccable and I can handle challenging situations and find appropriate solutions quickly.

Work Experience

Sales Executive

Trade Centre UK - Wednesbury

December 2018 to Present

Fast paced sales environment selling cars with the garage turning over approximately 300 cars a week Met every sales target given from a new starter, now classed as a senior salesman within the garage in the space of a year

Hunger and drive within the sales area, hitting multiple customers at the same time to secure maximum sales

Developed the understanding of my customer within a matter of minutes after qualifying them

Repeat multiple custom due to excellent customer service.

Following up on cold leads, selling cars via the phone, booking customers in and getting them into the showroom.

Using my initiative to overcome objections to secure business on the same day.

banking group - telephony consultant

Lloyds

October 2016 to Present

- Job role consists of speaking to customers in an inbound call centre regarding savings and investment queries.
- Immense amounts of professionalism and patience is required with customers who can be very difficult
- With a smart dress code, a very good professional office environment.

Key skills and Achievements

Manager

Pepes Piri Piri

March 2015 to Present

RV consulting

Completing the accounts, of a small consulting firm. The owner of the business performs majority of his accounts on his own, I offered help with my expertise from my university degree, helping in completing all accounting performances

Part-Time Paid

Pepes Piri Piri - Wolverhampton

January 2015 to Present

Wolverhampton

- Working part time in a busy environment in a team of 3 where teamwork is absolutely essential
- Taking up a leadership role when required.
- Conducting a manager's role for the last 6 months, managing around 5 employees at any one time.
- Having shown a good profile of myself to the employers, I was offered the chance to complete the accounts of this small business. This entailed:
 - General bookkeeping and focusing on reducing the expenditure of the business.
 - The role helped with confidence in dealing with accounts and gave me real life experience of how accounts work.
 - I worked closely with the senior accountant of the business.

Amazon delivery driver

ABG Couriers Ltd - Stoke-on-Trent

March 2020 to December 2021

Self employed courier driver with around 140 to 180 stops a day. Experience loading my own van with upto 300 parcels in order and completing routes of 180 stops in average of 6 hours

Gained Good experience on how to manage my time to reduce my working hours by being highly organised.

Following a pre planned route and delivery excellent customer service along the way

Education

BA in Accounting & Finance

University Of Wolverhampton - Wolverhampton

2013 to 2016

A levels

Aldersley High School - Wolverhampton

2011 to 2013

GCSE's in English and Mathematics

Aldersley High School

2007 to 2011

Business BTEC National

SWISS academy cricket

Skills

- Cold Calling
- Business Development
- Motivated
- Logistics