CV – Wesley Stolarczyk

[DOB 30.12.1994]

Profile

A mature, hardworking, ambitious and intelligent professional young sales person with four years internal and external sales experience. Has the ability to quickly assimilate new information and put it to practical use. Highly organized, enthusiastic, outgoing and able to converse with all levels of people. Adept at finding customer solutions and in structured selling . Strong commitment to learning, ensuring a value-led sales approach. Would be willing to undergo further training and academic qualifications to further career.

Full, clean driving licence, valid passport

Experience

**Digital Planet** (4 month contract) Account Management / Sales Development

I served as an account manager and handled business relations for the Vodacom channel. My responsibilities included the following:

* Meeting with Regional and Retail Managers to identify, discuss and negotiate marketing strategies and their implementation.
* Dealing with vendors
* Performing accurate market analysis to feedback to management.
* Training on various devices, services and related incentive to consultants, managers and franchise owners, predominantly in the Western Cape and Gauteng.
* Ensuring fruitful long term business relations with various Franchise owners and corporations.
* Identifying areas for improvement and developing and implementing strategies to ensure increasing device sales.

**(References:** Elaine Cilliers, Position Held: Vodacom Team Sales Director, 079 509 1926, Damien Durrant, Position Held: Head of the Telco Team, 083 528 6504)

**PTS Welding and Industrial Supplies cc** June 2016 – Feb 2017 Senior Sales

PTS is an agent and supplier to the biggest mining groups in South Africa (Lonmin/Anglo platinum /Sibanye Gold) for all welding, engineering and gas safety related products. Emphasis was on product knowledge and benefit / value-added selling.

In my position at PTS I served as a sales executive first and foremost, including marketing and selling of new and old products, prospecting, cold calling, assisting in product roll out, providing market related information and trends to management as well as ensuring professional service and product training to clients. Maintaining good customer relations was key with some conflict resolution and further developed my skills in this area.

**DEFENDoor cc** May 2015 – June 2016 Sales Executive

Responsibilities included meeting sales targets, ensuring the best possible customer service, assessing customers’ security needs and requirements in order to ensure optimal theft protection for their company or household.  
  
I provided the manufacturing section of the company with accurate measurements and production plans reflecting the varying and diverse applications of the security products in a way that best suited the security requirements of the customer.   
  
Considering the emotional status of prospective customers that had experienced a break in and/or other violent crime related incidents, this position honed my people skills.

**SA Sliding Door Sales** May 2014 – May 2015 External Sales

SAS is a Market leader in the regional door gear and tarpaulin industry and are one of the few manufacturers of door gears in SA supplying into the shopfitting industry, hardware stockists (handles, hinges, flush pulls , flush bolts , door systems, track etc.) , tarpaulin industry, glass and aluminum industry, bathroom and sanitary ware ( towel rails , shower clamps , glass seal ) among others .   
  
Responsibilities included producing weekly sales reports and market related information to management to assist in the marketing of the product range and pricing.   
  
I attracted new business and clients to the Company and its products and services and helped to introduce new and innovative products into the market. I did this by cold calling and prospects.   
  
I was successful in maintaining strong and fruitful business relations with a large existing customer base and ensured smooth sales processes and also helped to rectify any problems that may occur with regard to the product and its function.

I learned to deal with difficult customers and customer relationship management and developed confidence in my sales approach through cold calling as well as the ability to feed back concise and relevant market information to the Company.

**4 Real Rewards** January 2014 – April 2014 (Contract) -Business Generator (Internal Sales)

Responsibilities included tracking and booking appointments for the Company’s sales agents and scheduling meetings for them.

I also attracted new business through mediums of email, telephonic sales and digital marketing.

I followed up on clients that had been seen by the agents and managed their log books ensuring efficient call plans and at all times ensuring the external team remained positive and motivated.

Part-time Roles

**Brand Soldiers -**August 2013- Current - Sales Executive and Promoter

Brand Soldiers is a state-of-the-art consumer electronics marketing company.

My responsibilities are to ensure that I have sufficient brand knowledge to correctly inform clients and consumers about the Samsung Smartphones, tablets and cameras being sold and to communicate this information effectively.

I am known to be polite, punctual and enthusiastic at all times and sell the full range successfully.

(Referee:Noelani -Campaign Manager 079 882 2435)

**Exposure Studios** -February 2013- Current -Promoter/ Site Promotions Manager

Exposure Studios promotes, markets and sells alcoholic beverages and I have been performing promotional work for them since 2013.

This entails setting up a promotion stand, coordinating other promoters to attend timeously and managing and ensuring the overall smooth running of these promotions. My role combines management and hands-on promotion.

(References: Leanne -Campaign Manager - 083 600 5223; John **-**Owner -083 602 5514)

**Firebrand Marketing:** -August 2012- October 2012 -Promoter

Firebrand Marketing is a promotions company.

This was my first part-time position and I was trained on hardware and power tools, specifically products relating to drills. After being trained I worked in various hardware stores promoting and selling the product. It was during this period that I decided that a career in sales was for me and I began to develop my sales and interpersonal skills and also my thirst to gain insight about the products I was selling so that I may sell benefits more effectively and outline value addition to customers.

Skills & Qualities

Self-motivated, Solution and value-added sales; Excellent communication - both written and verbal; Ability to problem solve using team resources; Customer service; Microsoft Office; Negotiation, Account management; Absolute passion for people and sales.

Education

**Varsity College**

**Bachelor of commerce, Marketing, First Year 2013 -2014**

Completed the first year of studies and all core modules however due to lack of financial backing I was unable to continue.

Courses: Business Management 1a, Accounting 1a, Marketing 1a, Marketing 1b, Applied Communication Techniques, Knowledge of Business Ethnics/ Business Etiquette

**COMPLETED QUALIFICATIONS**

**High School Diploma Heron Bridge College** 2012(attached)

**Matriculated, IEB Curriculum Heron Bridge College** 2008– 2012

Interests

Health and Fitness

Music- I play various instruments

Reading autobiographies

Sports of all kinds: playing, watching and gym

Qualified open-water scuba diver