Madora Bay – WA 6210

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**CONTACT**

**EDUCATION**

**TECHNICAL SKILLS**

**WAYNE STEWART**

* **Attaché**
* **CFS**
* **MISS**

* **Trade Certificate – Plant Mechanic Industrial |** BHP, Newman |1991
* **Auto Electrical**
* **Bel Ray Western**
* **Cat 789b And Cat 992c**
* **CAT, MTU And Cummins Engines**
* **Detroit Diesel – Allison Transmission**
* **Dresser 190t Trucks**
* **Forklift Licence – LF**
* **Heavy Vehicle Drivers Licence, Classes HR And R**
* **Kts Traffic Management**
* **Mandurah Safety Training Certificate**
* **Phone Forward**
* **Police Clearance**
* **Sigma Air Conditioning**
* **Slinging & Hoisting Course Bhp**
* **Welding Certificate**
* **Arc Welding**
* **White Card**
* **KTS Worksite Traffic Management**
* **Writing Workplace Documents Tafe**
* **Operational Leadership**: Demonstrated ability to lead high-performance sales teams, setting and achieving ambitious revenue targets through effective coaching, motivation, and performance management.
* **Strategic Planning:** Proven expertise in developing and implementing comprehensive sales strategies aligned with business goals, resulting in increased market share and profitability.
* **Relationship Management:** Skilled in building and maintaining strong relationships with key clients, understanding their unique needs, and providing tailored solutions to enhance customer satisfaction and loyalty.
* **Negotiation Expertise:** Adept at negotiating complex deals and closing high-value contracts, leveraging a consultative sales approach to address client concerns and objections.
* **Market Analysis:** Dynamic ability to conduct thorough market research to identify emerging trends, competitor activities, and opportunities for growth, ensuring the sales team is well-informed and agile in adapting to market changes.
* **Training and Development:** Implements training programs to enhance the skills and knowledge of sales teams, fostering a culture of continuous improvement and professional development.
* **Continuous Improvement:** Committed to enhancing a sustainable organisational culture by promoting strategic continuous improvement initiatives that drive collaboration, operational excellence, performance and profitability.
* **Confident Communicator:** An active listener and persuasive speaker with high level of confidence to give and understand instructions, learn new things, make requests, ask questions and convey information with ease to achieve desired outcomes
* **Trendsetter:** A champion of innovation to consistently improve and develop on an individual, team and organisational level.

**KEY ATTRIBUTES**

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| --- | --- | --- |
| * Sales Leadership | * Adaptable And Flexible | * Work Ethic |
| * Market Analysis | * Organisational Skills | * Continuous Improvement |
| * Strategic Planning | * Team Development | * Time Management |
| * Client Management | * Service Efficiency | * Decision Making Skills |
| * Problem-Solving Skills | * Revenue Optimisation | * Interpersonal Skills |
| * Negotiation And Closing | * Customer Engagement | * Feedback Implementation |

**PROFILE**

Highly skilled, result-driven and experienced sales professional with a proven track record of driving revenue growth and exceeding sales targets in highly competitive markets. Leveraging extensive experience in strategic sales planning, team leadership, and client relationship management, excelling in identifying opportunities, developing effective sales strategies, and fostering collaborative environments to achieve organisational objectives.

With a solid foundation in sales management, a customer-centric approach, and a commitment to continuous improvement, I am poised to contribute my skills and experience to drive the success of your organisation's sales initiatives.

* **Navision**
* **Microsoft Office Suite**
* **Oracle**
* **SAP**

**PROFESSIONAL EXPERIENCE**

Hartway Galvanizer June 2018 – Present

Group Sales Manager

* Develops and implements strategic sales plans to achieve and exceed annual sales targets, aligning sales strategies with overall business objectives and market trends.
* Leads and manages a sales team, providing guidance, motivation, and support to ensure high-performance levels. fostering a collaborative and goal-oriented team culture.
* Oversees and manages the budget for sales operations, ensuring efficient allocation of resources to maximise return on investment and achieve financial targets.
* Builds and maintains strong relationships with key clients, addressing their needs and ensuring satisfaction and increasing customer loyalty.
* Conducts market analysis to identify opportunities for growth, potential threats, and emerging trends, adapting sales strategies and capitalising on market dynamics.
* Participates in high-level negotiations and support the sales team in closing complex deals, providing guidance on pricing strategies and contract negotiations.
* Gathers customer feedback and market insights to identify areas for improvement, using information to enhance products, services, and the overall customer experience.
* Drives continued sales and success for the wider organisation through expertly overseeing $45M in annual sales.

Nessco Group Nov 2015 – Jun 2018

Area Manager

* Managed and nurtured client accounts, focusing on business development to expand the customer base, fostering long-term relationships with clients.
* Coordinated tool repairs for clients, ensuring timely and efficient service to maintain customer satisfaction and uphold the company's reputation for quality.
* Oversaw the supply and installation of air compressors and feed lines for clients, ensuring installations meet industry standards and client specifications.
* Drove sales of general consumables and tools, developing strategies to increase product sales, improve market share, and meet revenue targets.
* Established effective communication channels between staff and clients, promoting relationship development to ensure a positive customer experience.
* Proactively generated 500 business leads, showcasing a strong ability to identify and pursue new business opportunities, contributing to the company's growth.
* Achieved a remarkable financial milestone by surpassing the budget, generating an additional $400,000 in revenue during the 2016/2017 financial year.
* Expanded the company's network by opening over 20 new supplier accounts, improving the supplier base to enhance product offerings and service capabilities.

United Fasteners Aug 2011 – Sep 2015

Sales Representative

* Managed key accounts such as AGC, Lend Lease, Alltype Engineering, and Pacific Industrial Company, ensuring customer satisfaction and loyalty.
* Strengthened customer accounts by maintaining regular calls, fostering positive relationships, and addressing customer needs promptly.
* Obtained company profiles to assess industrial requirements, enabling strategic planning and alignment of products and services with client needs.
* Maintained and evaluated sales targets regularly, implementing adjustments and strategies to meet or exceed set objectives.
* Evaluated customer needs through proactive cold calling onto construction sites, identifying opportunities for product recommendations and sales.
* Managed 1780 working contacts in WA, demonstrating efficient contact and relationship management.
* Retained the top 25 account clients while exceeding sales expectations by $100K.
* Secured national supply contracts with Utility Asset Management and Swivelpole Australia, showcasing strong negotiation and relationship-building skills.

**WORK HISTORY**

**REFEREES**

**Available Immediately Upon Request**

**Toolmart**

Internal Sales / Sales Person

Nov 2010 – Aug 2011

**Grade 1 Fasteners**

Sales Representative

Jan 2007 – Apr 2009

**Coventry Fasteners**

Sales / Store Representative

Jan 2007 – Apr 2009

**Various Mine Sites (FIFO)**

Heavy Duty Welder / Fitter

Apr 2004 – Jan 2007