**CURRICULUM VITAE**

**NAME MARK ANTHONY TAYLOR**

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**NATIONALITY** British

**MARITAL STATUS** Engaged

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**PROFILE**

I am a committed professional with excellent communication, interpersonal, administration and organisational skills. Over the past 12 years in Sales I have experienced year on year growth for each company I have worked for. I am very proud of my Sales record and have successfully sold a wide variety of products into many industries and markets such as Power & Energy, Automation, Oil & Gas, Transportation, Telecoms, Rail, Food & Beverage, Utilitie, Highways, Automotive, Machine Tools, Petrochem and Medical. I have also developed successful Distribution channels to add to my OEM and end user success. My most successful sales achievement was increasing area sales from £1.8m to £4.2m for Rittal Ltd in less than 3 years. My largest individual sales order was £1.2m on a bespoke technical product for the Beijing Olympics.

**PRINCIPAL PERSONAL SKILLS**

Sales, Sales Management, Business Development and Account Management.

Managing and Instructing personnel

Inspection and Maintenance and testing of Equipment

Designing

Production Planning and Scheduling

Budgets and costing Analysis

Extensive computer literacy in all Microsoft applications and some marketing software

**EMPLOYMENT HISTORY**

**Jan 2010 – Self employed – Sub contract specification consultant within the Power industry.**

**Present**

**2007 Sales Manager – Fibox Ltd.**

**July 2009** Fibox are a Global manufacturer of Polycarbonate, ABS & GRP enclosures for all types of

Industries. Role was specifications, project management, sales growth, marketing, service, Delivery, pricing and development of direct and distribution accounts both existing and New business. Since November 2007 I increased my area by 21% and brought on several new key accounts. Managed 3 internal tech sales people.

Package = £40k + Bonus + Company car + Laptop + Mobile phone + Expenses Account.

**2004 - 2007 Area Sales Manager – Rittal Ltd.**

Rittal are a Global in the manufacture of Electronic Enclosures, Power Distribution (Bus Bar) & Cooling Units.

Role was sales, service, delivery, pricing and development of direct and distribution accounts both existing and new business. I started with a £1.8m turnover and through significant growth of new and existing accounts I increased my area to £4.2M. I achieved this through strong relationships with customers and solution selling.

Package = Salary + Bonus + Company Car + Laptop + Mobile Phone + Expense account.

**2001- 2004 National Sales Mgr – CCS Electronics.**

CCS is a manufacturer of all types of cables harnesses, E-Mech assemblies and Box Builds.

My role within the company was Account management of 25 major existing customers and new business with

An annual turnover of £3m. (£1.2m when I started). Managed 4 internal & 2 external tech sales people.

Package = Salary + bonus + company car + Laptop + mobile phone + expense account.

**1998 - 2001 Area Sales Manager - Tridonic Lighting Components.**

World-wide manufacturer of conventional chokes and electronic ballast’s and transformers to run Discharge, Fluorescent and low voltage lighting. I was the sales and account manager of approx. 50 OEM light fitting manufacturers and designers. In a period of 3 years I increased Sales in my area in excess of 20% per year. My business was 75% existing Customers and 25% new business.

Package = salary + bonus + company car + computer + mobile phone + expense account.

**1994 - 1998 Programme/Project Manager - Thomson Training & Simulation (Thales), Crawley**

Thomson Training and simulation were a major manufacturer of all types of commercial and military aircraft simulators. Managed a team of 12 engineers building F16 fighter simulators.

Salary: £18.00 per hour

**1992 - 1994 Stock Control / Warehouse Manager - Express Gifts Ltd, Accrington, Lancashire**

Promoted within Express Gifts Group for Delgado Ltd, Managed up to 50 staff in peak season.

**1986 - 1992 Engineer / Fitter - Royal Air Force (6 years).**

3 months at RAF Odiham prior to and during Gulf conflict. Attached to Desert Storm from UK,

Testing and servicing Nuclear, Biological and Chemical survival equipment for aircrew.

Instructing Aircrew on the use of this equipment under a contaminated environment.

**1987 - 1992 Royal Air Force (Brawdy)**

**Safety and Survival Equipment Technician**.

Duties:

Planning of resources to meet targets. Inspecting, maintaining, repairing and testing of

All Emergency Escape systems for Fast Jet and Rotor Wing Aircraft.

**1986 - 1987 Royal Air Force (Halton)**

Trade Training: Safety and Survival Equipment

**1986 - 1986 Royal Air Force (Swinderby)**

Basic Training: Fitness, Discipline, Etiquette and use of Arms

Obtained “Marksman’s Award “

**1984 - 1986 Solarglass Ltd, Blackburn, Lancashire**

Leaded Light window designing, making and on-site fitting

**EDUCATION**

1979 - 1984 Rhyddings Secondary School, Oswaldtwistle, Lancashire

1986 – 1992 Royal Air Force.

1993 – 1994 Accrington and Rosendale College.

**QUALIFICATIONS**

**GCE** Metalwork and Technology (B) / Art (A) / Graphic Communications (B)

**CSE** Maths (2) / Physics (3) / Commerce (3) / Computer Studies (2)

**HNC / EQUIVALENT**

1987 Aircraft Mechanical & Electrical Engineering (Royal Air Force).

**CITY & GUILDS**

1994 AutoCAD (Computer Aided Design).

**OTHER**

1986 - 1992 First Aid & Fire Fighting on Fast Jet and Rotor Wing Aircraft, COSHE Regulation

**MERITS**

1992 Certificate of Distinguished Bravery & Conduct - Society for the Protection of life from fire

1992 Certificate of Distinguished Bravery & Conduct & Bravery - European Board of Samaritans, Italian

1985 YTS Student of the Year Award (Engineering) - Blackburn Group Training Centre

**SOCIAL ACTIVITIES**

New technology, Website Design, Golf, Football, Cricket, Rugby, Music, Classic cars, Travel

And socialising with friends.

**REFERENCES**

On request.