

# Sales Manager

Richard Holmes  
Dayjob Ltd, The Big Peg, Birmingham, B18 6NF  
M: 9820194371 E: info@dayjob.com

A results driven professional who has over five years sales experience with products that are considered technical and complex. Richard is able to aggressively drive sales growth and profits by developing a friendly, well trained sales team who are always highly visible to customers and responsive to their needs. He has a hands-on style of management, and one of his key strengths is the ability to generate business insights from diverse data sources. He is currently looking for a managerial position with an exciting and ambitious company.

## Sales Achievements

Insurance Company	2011-Present	Sales Target: \$3 M	Sales Achieved: \$4.1 M
Web Design Company	2010-2011	Sales Target: \$1.5 M	Sales Achieved: \$2.2 M
Manufacturing Company	2009-2010	Sales Target: \$2 M	Sales Achieved: \$2.6 M

## Areas of Expertise

- Implementing Action Plans
- Brand Management
- Advertising Promotions

## Carrier History

<b>Sales Manager</b>	Insurance Company 2011-Present
<b>Sales Manager</b>	Web Design Company 2010-2011
<b>Sales Executive</b>	Manufacturing Company 2007-2010

## Duties

- Selecting sites for new development with a focus on multi-unit opportunities.
- Working closely with distributor field teams to help lead strategic field initiatives.
- Regularly travelling to regional company sites, meeting area managers and getting product feedback from them.

## Key Skills & Competencies

- Preparing itineraries, call reports and monthly business reports with sufficient detail and in a timely manner.
- Researching, developing and executing new product launches.
- Identifying and selling against merchandising plans.

## Academic Qualifications

Birmingham North University	Business Development BA (Hons)	2005-2008
Birmingham South College	A Levels: Maths (B), English (A), Physics(C)	2003-2005

## References

Availble on request.