

David Wood

Sheerness

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I am a successful, enthusiastic and professional Business Development Manager, working Business to Business sales, residential and Tele Sales. A Business Development Manager with a solid record of success and achievements throughout my career. I have a perfectionist's attention to detail in all operating procedures and systems. I am regarded as an excellent people manager, able to train, coach, develop and motivate a large number of individuals and teams in order to achieve high performance and company results with substantial increase in turnover.

EDUCATION - Walderslade Boys School Kent

O'Levels: English

Mathematics

History

Geography

Work Experience

Area Sales Manager

RETAIL ENERGY LTD

September 2018 to Present

Business to Business for all Commercial Businesses Gas, Electric & Water contracts. Saucing my own Appointments visiting prospective new clients offering a service that the client requires to run their Business in a more efficient manner, also keeping in touch on a regular Basis for longevity.

Area Sales Manager, Business to Business Gas & Electric Contracts + Telecommunications

CRYSTAL ENERGY

March 2015 to August 2018

Gas & Electric Contracts

Broadband & PDQ Machines + Energy Surveys on site.

Senior Energy Consultant, Area Manager

NATIONWIDE ENERGY CONSULTANTS April

2011 to March 2015

Business to Business, visiting public houses, restaurants and all commercial premises providing energy assessments. Provision of low energy lighting and water conservation equipment. A professional senior sales consultant in specialised products to help assist customers in making the most of their energy suppliers. I am able to confidently find and provide new quotations to suit Business needs. I have been top senior sales consultant for the past four years I have helped with the sales

performance from twenty contracts to fifty+ contracts per month for each individual, plus the sales of Led lighting and water Management systems.

Regional Sales manager Newcastle, Middlesbrough and Sunderland

EDF ENERGY - Sunderland

January 2002 to March 2011

I was promoted to Regional Sales Manager for the above areas to employ 100+ Sales Advisors promoting EDF Energy. Training, Motivating and Compliancy on the doors. I was responsible for employing 3 ASM for these Regions, setting team targets for each ASM on a weekly basis.

January 2002 to March 2011 Area Sales Manager - Due to the success I had achieved in my last role, I was appointed to this position to enable me to continue to grow sales Business on a broader stage. I was responsible for twenty-seven Field Sales Advisors, rising to Forty plus six team coaches. With increased competition since deregulations within the industry, quality business and sales contracts actually becoming customers crucial. My role has involved me in driving areas sales figures forward with improved quality. This ensures that our customers are happy with the experience they receive at home, and remain with EDF Energy.

Key Responsibilities:

- To enhance and improve the sales performance of the area.
- Ensuring that all sales procedures are compliant with the company regulations.
- Continue to improve the quality of business by increasing direct debit capture and reduce complaints and cancellations.
- Develop the teams by ensuring that the Team Coaches and I continued to train and coach all staff within the area.
- Responsible for recruitment, individual performance, disciplinarys, key results areas, personal development reports and performance reviews.
- To create and provide accurate reports to the Regional Sales Manager.
- Establish a good "team spirit" by providing excellent communication skills both internally and externally.
- Lead Energy save Assessor

Team Coach

EDF ENERGY - Kent, UK

September 2003 to May 2004

My role was to train and coach teams in North Kent where the sales conversion rate was only at 1.1 per Sales Advisor per day. I was also responsible for growing business and improving the cancellation rate, which had remained static at 21%, as well as increase staff morale, which was at an all time low due to the previous year's poor discipline.

Key Responsibilities:

- Initiate regular one-to-one meetings, covering weekly performance and quality.
- To coach sales force on all aspects of their role.
- Carried out doorstep training on all advisors, improving their conversion rate to an all time high for the area of 5.1%.

Field Sales Advisor

EDF ENERGY

January 2002 to September 2003

This role involved me calling on our customers within the Kent area, converting them to a dual fuel agreement.

Telewest Communications Area Sales Manager

TV Telecommunications & Broadband

1997 to 2002

Door to door Residential and Business to Business sales, TV Telecommunications & Broadband.

Responsible for a team of 15 Sales Consultants

Crew Leader - Machine Operator

Kimberly Clarke papermill

1978 to 1997

Education

A-Level or equivalent**Skills**

- Data Entry
- Salesforce (10+ years)
- Cold Calling (10+ years)
- Sales (10+ years)
- Account Management
- Account Management (8 years)
- Cold Calling (10+ years)
- Sales (10+ years)
- Salesforce (10+ years)
- Data Entry