Kenneth McCann

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Date of Birth 9 July 1968

Profile

An ambitious multi-skilled and results-driven professional with excellent sales and team leadership credentials. Combines keen commercial skills, a ‘can-do’ work ethos and the vision and drive to maximise business opportunities.

A supportive and inspirational team leader with exceptional interpersonal and communication skills and the credibility to influence at all levels. Self-motivated, resourceful and capable of original and incisive thought, expression and initiative.

Consistently demonstrates loyalty, dedication and the highest standards of personal and professional integrity and excellence.

Career History

Sales Executive - Feb 2010 to Present

BskyB

Employed by this leading communications and media group which provides satellite television,

telephone and internet access services in the United Kingdom. Ken operates in a largely autonomous

field sales role, selling the company’s products and services to the general public, door to door.

Ken has also been selected to provide on-the-job training to new Sales Representatives on all aspects of the work, monitoring their progress and generally acting as a mentor throughout their training period to enable them to meet the required performance targets.

Scottish Power - Feb 2007 to Feb 2010

Sales Executive

Employed in this challenging role in a competitive sector, persuading residential gas and electricity users to switch to Scottish Power. This was a difficult role that required responsive and persuasive negotiating skills coupled with the ability to establish a rapport with customers, built on a clear understanding of their needs.

Telewest - April 2001 to Feb 2007

Sales Executive

Employed in this demanding position converting customers to Telewest, this role involved selling multi-channel television packages, telephone bundles, and high-speed Internet to residential customers across the central belt.

Ken continually exceeded challenging monthly sales targets focusing on quality business whilst adapting to new products and technology in this fast moving industry.

Additional Information

Ken is conscientious, has an impeccable reputation and has achieved many rewards for his sales efforts. He welcomes the opportunity for personal and professional development that challenging work offers. He is keen to combine and develop his core sales, commercial and people skills in a creative and dynamic environment.

He pursues a healthy lifestyle and enjoy cycling, swimming, hill walking, travelling and relaxing with friends.