

Nicholas Assaf Kirk

Address: 13 Park Drive, Ranelagh, Dublin 6

Phone: 0861915008, E-Mail: nwakirk@yahoo.co.uk

Education:

Third Level:

Trinity College Dublin, Dublin 2, Ireland. September 2010- June 2014

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- *Degree: Bachelor of Arts in Geology - Grade achieved: 2.1*
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Second Level:

Sandford Park School, Ranelagh Dublin 6, Ireland. September 2004 -June 2010

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- *Leaving Certificate Results: 485 Points,*
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Academic Achievements:

- Achieved a high 2.1 in Junior & Senior Sophister Examinations.
 - Completed Thesis as part as my Senior Sophister Mapping project.
 - Completed a number of geological mapping exercises in the following countries: Ireland, Spain and Scotland
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Personal Statement:

I am a punctual, self motivated hard worker. I have the ability and motivation to work diligently and am eager to acquire new skills and responsibilities. I enjoy taking on new tasks and thrive in a dynamic and fast paced working environment. I have a proven track record in business development, with experience in the entire sales cycle, from lead generation to close. I have excellent communication skills and work well within a team. I pride myself on my customer service and in communicating clear, accurate advice and information. I have an adept understanding of sales and retail and have an in-depth knowledge of various CRM, sales management, Point of Sale and Store Operations Manager software. I am proficient with Microsoft Word, Excel and PowerPoint. I also have experience in marketing implementation and basic experience of google analytics and tableau software. I am trustworthy, reliable and am hungry to make a positive contribution to any business or venture that I am involved in.

Experience:

BikeExchange Ltd: Business Development Executive

The Tara Buildings, Tara St, Dublin 1, Ireland

July 2016 - Present

Responsibilities include:

Identifying & procuring new business. Development of the entire sales cycle from lead generation to close. Handling conflict and dealing with cancellations. Customer success management and after sales support. Creating additional revenue from existing retail members. Working and communicating effectively within a team. Insuring individual and team targets are met. Implementing various, physical & digital marketing strategies. Logging and managing customer contact in CRM and Sales management software. Lead generation on behalf of numerous EPOS, Insurance and editorial partners.

Thinkbike Ltd: Mechanic and Sales Associate

Lower Rathmines Rd, Dublin 6, Ireland

June 2016- July 2016

Responsibilities include:

Mechanic: Building new bikes, Repair of customer bikes, sale, fitting and repair of parts and accessories.

Sales Associate: Opening and Closing shop, Assisting customers with bike sales and fitting, clothing, parts and accessories.

Cycleways Ltd: Sales Associate and Mechanic

185/186 Parnell Street, Dublin 1, Ireland

November 2010-November-2014, October 2015- June 2016

Responsibilities include:

Mechanic: Building new bikes, Repair of customer bikes, sale, fitting and repair of parts and accessories. Maintenance and repair of rental fleet.

Sales Associate: Opening and Closing shop, Cashier responsibilities including handling large amounts of cash and tender as well as counting tills and intricate knowledge of point of sale and manager systems. Ordering and keeping stock and dealing with network of distributors and dealers. Assisting customers with bike sales and fitting, clothing, parts and accessories. Preparation of internal and window displays and visual merchandising. Maintenance of social media sites.

Ride On Again: Mechanic and Sales Associate

2255 west Broadway, Vancouver, BC, Canada

November 2014-October 2015

Responsibilities include:

Sales Associate: Opening and Closing shop, Cashier responsibilities including handling large amounts of cash and tender as well as counting tills and intricate knowledge of "Lightspeed" point of sale and manager systems. Ordering, keeping stock and liaising with network of distributors and dealers. Assisting customers with bike sales and bike fitting, recommendation and sale of parts, components and accessories. Visual merchandising and standard cleaning, organization and housekeeping.

Mechanic: Building new bikes, Bicycle repairs and maintenance, Sale, fitting and repair of parts and accessories, Repair and refurbishment of donated bicycles, parts and accessories, as part of bicycle recycling program.

Blazing Saddles Bike Rentals and Tours: Mechanic

2715 Hyde St. San Francisco, CA 94109, USA

May 2012-August 2012

Responsibilities include:

Mechanic: Repairing and maintaining rental fleet of over a thousand bikes at multiple store locations, Building new bikes, Customer service including cashier duties, organising rentals and sales.

Mikes Bikes: Work Experience

107 Patrick St, Dun laoghaire, Co. Dublin

February 2008

Responsibilities include:

Sales assistant: Sale of bikes, clothing and components, Bike repairs and building new bikes. Fishing bait and tackle sales and organising stock..

Cyclogical: Work Experience

Bachelors Walk, Dublin 1

October 2008

Responsibilities include:

Building Bikes and Assisting Customers with; bike, part and clothing sales. As well as, cleaning and organising stock and displays.
