Name

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| **SUMMARY**  Having recently graduated with a **1st Class Honours** in MSc Management from **University College London** and worked in 3 Sales roles, I am actively seeking opportunities as a **Sales Development Representative**. **I have the right to work in the UK.** |
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| **EDUCATION**  **MSc in Public Policy and Management**, **1st** | King’s College London | 2021 – 2022   * **Modules:** Economics, Research Methods in Public Policy, e-Services in Marketing * **Dissertation:** Impact of Luxury Goods Taxation on Socioeconomic Inequalities (Distinction)   **BA in Arabic and French, 1st** | University College London | 2017 - 2021   * Modules: Arabic & French languages and literature, Political Economy |
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| **WORK EXPERIENCE**  **Sales and Investor Relations Analyst** | IDEAGlobal | August 2023 - October 2023 | London, UK   * Utilised cold-calling strategies to sell investment opportunities, resulting in an **11%** growth in revenue * Identified strategic investment opportunities in FinTech start-ups leading to a **£3.5 million investment** * Maintained relationships with client accounts by offering unique finance solutions for **6** clients that increased average revenue by **10%** in 3 months   **Sales and Account Manager** | Just Gifts | September 2020 - August 2022 | Mumbai, India   * Recommended procurement strategies to **~10** clients monthly which led to a 30% increase in revenue * Trained **~45** team members to use financial tools such as QuickBooks and Microsoft Office leading to **90%** utilisation of financial tools * Developed **20+** comprehensive financial reports to aid the Sales team in attracting 1000s of leads * Conducted industry analysis to identify business development growth areas for clients, which increased average revenue by **15%**   **Audit Associate** | Deloitte | August 2017 - March 2018 | Mumbai, India   * Preparing reports, presentations, and proposals for **13** clients monthly * Evaluating the internal control systems of clients to ensure the effectiveness and reliability of their financial processes which resulted in increased investments by **12%** |
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| **EXTRACURRICULAR ACTIVITIES**   * **Position 1** - led campus tours of **~20** and held talks to promote university * **Position 2** - increased the sales of club merchandise by **50%** by launching promotional offers * **Position 3** - Fundraised **~£5000** to help fund events * **Position 4** - Led a team of **200** members ensuring a **9.5/10** satisfaction score |
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| **LANGUAGES, SKILLS AND CERTIFICATES**   * **Languages:** English (native or advanced proficiency), Spanish (intermediate proficiency) * **Skills:** Google Analytics, SEO, SEM, PPC, Hubspot, Knowledge of HTML, CSS, and JavaScript * **Certifications:** Google Analytics Certification, Facebook Blueprint Certification |
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References Available on Request