I have just moved to Glasgow and have 1 job offer in utilities B2C, and 2 interviews this week in B2B and B2C. Obviously, I prefer B2B not just because of the working hours but the thrill of getting a bill/tender on a SME/large company rather than a dual fuel DD residentially and just seeing what is available out there.

**Energy experience**

I only ventured into energy B2B once and sold in 3 weeks from a standing start, 28-32k units BG Lite with a 1.5 uplift. I did the verbal contract and got LOA and company tried to say the deal never went through. I left.

I understand the principles of energy broking, LOA, different companies have different rules on contract acceptance (written/verbal) and credit check etc.

Water is really easy, third party billing companies, a company can look at 2 aspects looking to reduce the bill up to 6pc on charges and were they charged these previously. The broker can outsource this and get a nominal fee of £40-£60 or do the water comparison themselves.

I was top in 2 Callcentres DDC (2013 40 staff) and Pensionsafe (2016 15 staff), the score sheets are on my LinkedIn account under BILL WILSON linkedin.com/in/bill-wilson-924155162

Please find enclosed my C.V. for the above vacancy. Most of my sales career has been B2C involving utilities, boiler cover, PPI/PBA closer and Pension reviews. Regarding B2B, I have been a BDM and appointment setter for 2 companies doing commercial security/cleaning appointments as well as residential cleans. I have done all various ways of getting directors in to tender, OJEU/Tendering Portals, Linkedin, Duedil, e-shot, mailshot, and the normal direct call "cat/mouse with the gatekeeper".

**Previous companies**

**Pebbletree Ltd** James (Sales Director) is probably the best sales manager (selling ability) I have seen. He leads from the front, does not take his foot off the pedal, I smashed a very old database (which they got nothing out of previously) and set up a very good pipeline for the next 2 years . Pebble tree is amazing on Trustpilot rated excellent with 740 reviews, pizza days, work nights out, good balance sheet on CH but the following points made it a far more difficult sell.

• Don't do Broadband (Customers normally want everything with 1 company Telecom/Broadband

• Don't do contracts under £100pm. What percentage of SME's are we losing??

• Don't do mobile contracts...so many businesses have salesman on the road/contracts and it takes the pressure off the mobile call charges on the landline!!

• If you have bad internet/signal you are not going to use VOIP

• Online visibility....at 1 stage we looked for us and SOHO66 was on the 12th page of google and re-sellers are valuable but they pretend they are the supplier, and no public brand awareness.

**I was not allowed to use old school guerrilla marketing like Yell/Linkedin and in Telecoms I was not allowed to connect with I.T, Managers or directors on Linkedin. The end result was out of 1800 leads done, 106 full contract dates, lines, usage, B/B, supplier and spends between £2-800 pm, and additional 60 with spends £50-100pm there was 776 junk leads that in 10 weeks I could have used better.**

**My other B2B roles**. Small businesses that online financials were for the respective years was poor in my opinion, 1 has an office 7 steps by 7 steps, failed credit checks when I was there, the other I loved but debt problems, directors in and out and again not the best balance sheet you will see. I still got them into large companies.

**Facilitas**

**SPEEDO Global HQ in NG2 (Facilitas) Barrie Willie Security /Nikki was Cleaning**

**Nottingham Conference Centre (Notts Trent University) Sarah Cade/Sarah Page Tender successful**

**University of Northampton Full Facilities tender**

**Parthenon FML**

**Paul @Camerons Brewery Cleaning tender for Brewery approx 12 bars as well**

**Derby City Council 900k 3 year tender thru OJEU 6 large buildings Kings Chambers, I.T Hub, Rolls Royce Building,etc**

**Riverside Housing OJEU Lesley@Estuary House Speke Large Cleaning tender**

**Casual Dining Group Bella Italia, La Tasca etc**

**Numerous Yates North West , Wetherspoons Liverpool, 2 in Leeds and Paul Mgr Glasgow.**

**Kielder Holiday Park Northumberland**

**Reflex Nightclub in Newcastle Staffs**

**Specsavers Sheffield Moor City Centre Anita Mgr**

**Reasons for Gaps in my C.V.**

I am responsible for not staying longer in some of the Nat Min Wage dead end jobs but when you sell well, very little comm, negativity, it’s hard. The only question I ask is what is the probability I sold well in most of the roles???

2 companies I was top...**DDC** Nat Min wage highest comm £35pw. **Pensionsafe** on Companies House dissolved April I was selling for them Aug..Nat Min Wage. **Red Star** 16k travelling Lpool to Mancs Nat express 14-15 hour days B2C late 7pm finish. I was 3rd of 80 staff on claims packs back, 26th on pack out sales volume. £157 high comm pm earned. Why did they ask me back for second spell?? Second spell management and comm structure changed. **Facilitas** and **Parthenon** B2B Security/Cleaning 1 office 7 steps by 7 steps, bailiffs, directors in and out, and still got into large blue chip companies. **The Contact Centre** Nat Min Wage Queensgate/Kingsgate has online reviews of 2.8 and 3.4 out of 5 (impressive) management were terrible.

I don't drive, I do all my damage on the phone, I have trained people to sell. I don't do commission only based roles.

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