**WILLIAM WILSON**

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**Personal Profile**

A highly efficient, results driven and capable person with a proven ability to effectively develop, manage and control relationships between the company and its target audience.

I have a proven track record of getting into large companies with small SME’s with little or no presence or stature (my opinion).. I am the type of salesman that can be left to work on his own initiative, my expectations on myself is as high as the company will have on me. I have sold to high volume in Utilities, Pension Reviews, Boiler cover, PPI/PBA (Lead gen/Closer). I find B2C really easy but prefer B2B. **I am open to a trial sales call, even spend a day with the company subject to the job having enough incentives wage, prospects to warrant it.**

**Personal Abilities/Achievements**

* Top closer in 2 call centres 2013/2016 (I have company score sheets available upon request)
* BDM roles in Security and Cleaning, and tendered for large Blue Chip Companies
* B2B / B2C experience

**Pebbletree Ltd B2B Telecom Lead Gen Jan-Mar 2019**

I was taken on as a short term option to get a pipeline of leads. A £300 database...3000 leads..3-10 years old. 2 tenders/copy bills received, 60 Micro contracts (£50-100) and 106 full contract dates/spend out of 1600 leads called. (770 junk leads) 1 lead I.T Director asking if we have call centre platform capability. The company wanted to pursue micro site and SEO options as an alternative. Nice company to work for.

**The Contact Centre Sales and Retentions Adviser Aug 2017 – Oct 27th 2017**

* Targeted sales, putting through SIM, Handset upgrades and cancellations
* Targeted to retain customers and also new customers and upgrades

**PPI Quick Claim PPI/PBA Advisor April 2017 – July 2017**

* Promoting the companies’ services to deal with a potential claim people may have regarding PBA’s and PPI
* Incorporating, mortgages, loans, credit cards/store cards

**Parthenon Cleaning Business Development Manager Jan 2017 - March 2017**

* Introduce company to potential customers regarding cleaning contracts
* Use of DueDil, LinkedIn, OJEU/Tendering portals
* Direct calling to maximise sales targets

**Red Star PPI Advisor (2 spells) 04/16-06/16, 09/16 – 11/16**

* Incorporating, mortgages, loans, credit cards/store cards
* Ensuring sales targets were maximised - Highest commission earned £125pm
* Promoting the companies’ services to deal with a potential claim people may have regarding PBA’s and PPI

**PensionSafe Pension Review Adviser August – Sept 2016**

* My role was to get people to take a no-obligations pension review
* Arrange independent courier to go to the residential home to verify documentation

**Facilitas Sales Manager (B2B) August 2013 – Jan 2014**

* Responsibility for timekeeping/initiative to getting new business into the company
* I used Linkedin, Duedil, working from an SME working database
* In 5 months, I got the directors into SPEEDO Global HQ NG2, University of Northampton, Nottingham Trent University Conference centre, and Sherwood Forest holiday camp

**DDC OS Worksop PPI Advisor/Closer Nov 2011 – June 2012**

* Started as a lead generator, and then promoted to closer
* Responsible for an agent/courier go to the persons address to get the documents signed
* I was in top 3-5 of 40 lead gen (3 mths) the top closer (3 mths)

**BVOCAL Utilities/Boiler cover Advisor Aug 11- Nov 2011**

* Selling Scottish Power utilities/Boiler cover to residential customers
* Targeted sales

**Parkdean Holidays Holiday Advisor/Caravan sales Feb 2011 – June 2011**

* Selling all aspects of services, on all of its caravan parks, making outbound and taking inbound calls, customer queries, and taking payments
* Taking inbound queries ensuring issues were dealt with effectively

**2 Touch/Axiom Utilities Advisor Oct 2010 – Feb 2011**

* Targeted Energy sales

**Trovit Administrator/Telesales (B2B) July 2009 – June 2010**

* Recruitment subsidy scheme by DWP to get unemployed people involved with 16 hours per week contracts
* I had to check eligibility to work in the UK, interviewing, and contacting businesses

**LBM Manchester Littlewoods advisor Oct 08 - June 2009**

* Targeted sales on Xsells, warranty’s, up sells
* Promoting and setting up new accounts
* Handling of payments, returns and queries

**New Logic Boldon Utilities Advisor March 2006 –June 2007**

* Selling Eon services to residential customers
* Targeted sales

**Junction Pub Pudsey Bar Manager Feb 2005 – Jan 2006**

* Running the business dealing with the float, takings, banking and handling of ADW accounts
* Ensuring customer service was paramount
* Key Holder, living on site

**Sitel Newcastle Telesales 2002 – 2004**

* Targeted energy sales and any other campaign needed
* Working in Contact Centre environment

**Associated Co-op Creameries Pasteuriser/Stock Controller 1997-2001**

* Worked my way up to senior picker/checker and the Stock controller

**G.D Searle Morpeth Promotions Clerk/Warehouse May 92- Aug 1993**

* Handling of the Canderel promotion within the pharmaceutical company
* Sending out goods/orders to other companies in the warehouse

**Care Software Sales Ledger July 1989 – July 1991**

* Bank reconciliation/Petty cash, Stock Control, Nominal ledger, doing contra’s, journals and printing off the month end/year end reports

1997/98 RSA 1 and 2 Clait / Integrated Business Systems2005 Personal Licence Holder/Badge

2015 SIA Door Supervisor

Reading Kings Road College Mathematics C History E English Lang C Chemistry E Biology C Geography D Business Studies E Psychology E  **References**

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