

CAREER EXPERIENCE

International Sales Specialist

Madrid (Remote) - Self Employed Consultant

March 2023 - Aug 2023

- Filtered my network for ideal candidates via advertising, pro-linkedIn, email, CV databases, cold-calling.
- Developed rapport, and CRM to gain leads, and ultimately sell.
- Managed B2B2C Sales via USP expert knowledge to fill the void of customer pain points and needs.
- Foresaw market trends as opportunities to utilise my independently run pipeline.
- Proactively sourced leads to drive constant client streams for optimal ROI.
- Outside-quantity sold to MNCs if it was agreeable for a business visit and presentation.
- Inter communicated with administrators and accounts, invoiced independently.

Full Cycle IT Consultant

Prague (Hybrid) - NonStop Consulting - Full Time

March 2021 - March 2023

- Excelled through select BD training, becoming 1st of 30 colleagues to negotiate to acquire a client at company-maximum Terms of Business%. Also, 1st to permanently place a candidate, worth €100,000 to the firm, within two weeks of my start.
- Filtered for EU senior, offensive, "red team" cybersecurity penetration testing candidates for UK market vacancies.
- Split my daily utilisation between Business Development and Recruitment and their different tasks in sequential priority.
- Created a database divided into Clients and Candidates. Contacted list via as regularly with relevant solutions.
- Corresponded with my candidates and clients throughout the evaluation process to efficiently manage my own pipeline.
- Expanded and won the available business to negotiate commission% with firms within the Cyber Security market.
- Acquired seven permanent clients in one month: Claranet, MTI, Cyberis, CODA, OneCompliance, Blackfoot, and Ruptura.
- Spearheading BD, I provided an abundance of vacancies for my team, leading daily individual and group meetings.

Full Cycle BA

Proximo Spirits Contract - Dublin

Aug 2020 - Feb 2021

- Assumed responsibility for the sale of niche products from various multinational companies.
- Delivered personalised customer service based on specific needs while driving increased sales.
- Used my composure to initiate team leading in a fast-paced, competitive environment
- Proactively discovered customer pain points efficiently.

Brand Ambassador

Self Employed Partner to Pernod Ricard, Castle Brands - Dublin

July 2019 - July 2020

- Consistently met and exceeded defined sales targets, measured by KPI.
- Handled broad, time-sensitive customer inquiries and offered solutions proactively.
- Ensured a high standard of visual merchandising to differentiate from competitors.
- Investigated and resolved sales discrepancies regarding differing tax reductions per country of destination.

Shop Manager

Full Time - Intersnack, Emerald Park - Dublin

June 2018 - June 2019

- Processed thousands of customers daily, performing under pressure and prioritising daily sales and customer service.
- Keeping records and managing inventory.
- Managing employees to reach sales goals
- Prioritised daily tasks utilising time management skills.

EDUCATION & SKILLS

BSc Accounting and Finance

Technological University Dublin (2018 - 2021)

- Headhunting, LinkedIn Recruiter, Marketing & Advertising, Candidate Sourcing,
- Business Development & Account Management
- Full Cycle Sales: B2B2C, B2B, B2C
- Inside & Outside Sales
- Microsoft Office Suite
- Team Leading
- Negotiation