

EXPERIENCE

Telesales Accounts Manager | The Gold Safe Ltd, Remote

2020-2023

- Opening new clients via warm/hot leads
- Fostering long-term professional relationships by thorough explanation and knowledge of the product and understanding the clients needs
- Concluding large monetary contracts for new and existing clients
- Managing a large wealthy client portfolio
- Generating over £2.1 million gross revenue in sales for the company in 3 years
- Keeping up to date about the product, current market and economy

English Tutor | Self-Employed, Spain

2013-2020 & 2006-2010

- Supporting individual Spanish students with conversational English tuition at home

Telesales Sales Representative | Wilson Bailey, Remote

2010-2013

- Cold calling leads and engaging prospective clients in purchasing property
- Concluding sales
- Managing accounts for multiple clients

English Tutor | Talking Point, Spain

2004-2006

- Structured group and individual lessons teaching conversational English to Spanish students
- Lesson planning to meet students CEFR levels

Sales Representative | Cellular Solutions, Hull

2000-2004

- Door to door sales canvassing
- Engaging and concluding clients in mobile sales

EDUCATION

GCSE | Kelvin Hall Secondary School, Hull

1994-1997

- Maths: Grade C
- English: Grade C
- History: Grade B
- PE: Grade B

SKILLS

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| - Excellent communication skills with clients | - Strong, experienced background in sales | - Diligent and precise with detail |
| - Strong work ethic | - Team player while working autonomously | - Thrives under pressure |
| - Ability to build a rapport with clients and easily build a relationship | - Evidenced ability to exceed sales targets and negotiate sales with prospective and existing clients | - Keen to learn and research sales product and company |
| | | - Fluent in Spanish |
| | | - Salesforce & HubSpot data input |

ACTIVITIES

I have recently relocated from the UK to Spain and I enjoy exploring the Spanish culture with my family.

I play football twice a week and am an avid football and boxing fan. I also enjoy exercise and using my home gym.
