

Profile

Experienced sales professional employed in business-to-business sector for over 20 years. Prior to this period, employed as a kitchen designer and also in retail furniture sales.

Objective

Achieve and exceed company sales targets using the tools provided together with applying the experience gained in sales and business acumen.

Key Skills

- Setting personal targets • Well organised • IT literate • Advanced user of MS Office and CRM applications
- Established reputation for delivering highest standard of customer service.

Personal Skills

- Fit and healthy • Friendly personality • Confident presenter • Open to criticism and willing to learn
- Highly competitive • Constantly fine-tuning performance • Ongoing self-learning for improvement

Recent Work Experience

Sales Representative Howdens Joinery, Bathgate Territory: West Lothian 28/01/2020-29/06/2020

Howdens is a UK manufacturer of kitchens and joinery products. Their business model is to sell to local trades people and property developers. A Sales Representative's position is to open trade accounts. www.howdens.com

- Contact trades people and developers with expired accounts to reinstate the benefit of a Howdens trade account.
- Develop new business by visiting construction sites to identify potential clients.
- Use local council planning register applications to prospect for new property developments.
- Follow company guidelines to discuss and open trade account applications accurately.

Achievements: Exceeded new account's target each month during the 6 month probation period.

Account Manager Riddell PM, Dunfermline Territory: England 09/04/2020-24/01/2020

The company produces Building Operation & Maintenance Manuals (O&M's) as a subcontracted package for principal contractors. The Account Manager's role is to produce new clients for the company and manage their accounts. Office based. www.riddellpm.co.uk

- Contact construction site project manager or project quantity surveyor to find out if the package will be outsourced.
- Produce accurate quotation following in-depth analysis of the site information supplied or ascertained.
- Follow up quotation until decision achieved.
- Process order, present client requirements then handover to production team.
- Liaise with contractor for service, support and development of next or new project opportunities.

Achievements: Set up supplier agreements with - ISG Plc, RG Carter, ENGIE, Buckingham Group, GallifordTry.

Area Sales Manager Frezza Srl., Vidor, Italy Territory: Scotland 04/09/2017-29/03/2019

A manufacturer of partitioning and furniture for offices. A vertically integrated company, privately owned and operated, part of the Diomo Group located in Italy. The Area Sales Manager is responsible for establishing Scotland as a new marketplace. www.frezza.com

- Establish database of potential distributors and dealers to prospect for business development.
- Contact appropriate decision-maker and arrange to meet in person.
- Accompany new clients to visit factory for introduction to the company and demonstration of the product portfolio.
- Support distributors and dealers with sales leads, tender opportunities and quotations.

Achievements: Opened 4 distributors together with 4 dealers.

Area Sales Manager GGI Office Furniture, Darwen Territory: Scotland 15/01/2007-30/06/2017

A subsidiary manufacturer of Global Furniture Group from Toronto. The company produced seating for education, hospitality, healthcare and office environments distributed via a local dealer network. The Area Sales Manager's responsibilities were to find, establish and service new and existing dealer clients. www.globalfurnituregroup.com

- Locate and set up supplier terms and conditions for high volume dealers and follow through with support.
- Monitor existing dealer business turnover and set achievable targets.
- Arrange factory visits and product training for new and existing dealer clients.
- Identify new product development opportunities to anticipate future trends.
- Manage territory with sales, marketing and forecasting reporting at monthly board meetings.

Achievements: • Consistently grew sales year-on-year • Added new dealers • Established a Scottish showroom.

Education

University of Teesside BSc(Hons). Industrial Design Engineering 1981 - 1984

Attributes

Disclosure Scotland May 2018 to present
Secretary - Bathgate Community Football Club - 2006 Juniors July 2019 to present

References

Gillian Malcolm Depot Manager Howdens Joinery, Bathgate 07867 302394
Sheila Penman Finance Director & HR Riddell PM 01383 662500