
John Smith

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SALES CONSULTANT- SENIOR KITCHEN DESIGNER (3D CAD)

♦ Kitchen Design - Customer Service - Maximizing Sales ♦

Proven abilities in maximizing sales and technical support of bespoke high value kitchens and meeting all business objectives whilst helping optimize operations including staff training and establishing new procedures and systems. Public and private sector design experience. Now ready for my next challenge and looking forward to making a significant contribution within a similar customer, sales and technical orientated position.

AREAS OF EXPERTISE

- Meeting Client Requirements
- Closing Sales
- Exceeding Targets
- Kitchen Surveying
- Project Management
- 3D CAD (11 Years Experience)
- Customer Service
- Technically Astute
- Quality Assurance

PROFESSIONAL EXPERIENCE & SIGNIFICANT ACHIEVEMENTS (1982- PRESENT)

- Responsible for making appointments, visiting clients at their homes, designing with CAD.
- Selling the full service: fitting, plumbing, electrics, tiling, plastering, flooring, etc.
- Also responsible for surveying, ordering furniture and appliances, coordinating tradesmen.
- Overseeing the installation as Project Manager.

SENIOR DESIGNER (RETAIL & SHOWROOM SALES CONSULTANT)

Apr 08 - Jun 09

Company A

- Achieved sales conversions by an average of 75%
- Top Salesperson for the period - doubling the sales turnover of the next best sales advisor.

SENIOR DESIGNER (SALES CONSULTANT)

2000 - 08

Company B

- Increased turnover year-on-year by over 20%, consistently beating budgeted requirements.
- Designed a customer care and product knowledge training package that reduced staff turnover and increased morale.
- Consistently outperformed other Sales Advisors. Personally responsible for more than £750K in turnover p.a.

SALES CONSULTANT

1997 - 00

Company C

- Top Sales Consultant in the region on a regular basis.
- Ranked in the company's Top 10 throughout the UK.

SALES MANAGER

1986 - 96

Company D

- Opened this new showroom, recruited, trained and managed up to 20 staff. Reported to the owner.
- Maximized profits to more than £3 million in turnover.

PROFESSIONAL DEVELOPMENT

HND

Business and Finance

1979-81

3D CAD

20-20 and Planit (most popular within the industry)

- Expert [CV Writing](#) and [CV Templates](#) by Mike Kelley at First Impressions -

> [Save Time! Download Rewritable \(MS Word\) CV Templates at www.cvxl.org](http://www.cvxl.org) <