
Paul Jones

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AREA SALES MANAGEMENT / SALES EXECUTIVE

Possessing excellent domestic and business to business sales management experience. Well networked and results orientated. Providing a high level of sales turnover, increasing business volume through the development of accounts throughout N.E. England. Highly customer orientated with a good commercial awareness - believing maximum sales results come from sound customer service, good follow up and ethical selling. Now looking to continue to bring a significant contribution within a field sales or similar customer service role for a successful company that rewards on merit.

AREAS OF EXPERTISE

- Business / account development
- Exceeding targets
- Identifying customer needs
- Supplier / customer liaison
- Forecasting / planning
- Product development
- Promotions
- Salesmanship
- Direct sales
- Financial controls
- Negotiations
- Product development
- Lead generations
- Sales initiatives

PROFESSIONAL EXPERIENCE & SIGNIFICANT ACHIEVEMENTS

SALES EXECUTIVE (AREA MANAGEMENT)

1999 - Present

Write Company A Here

Business to business sales, opening and developing accounts from Whitby, North Yorkshire to Berwick, Northumberland. Planning own time and daily routines. Selling / renting gaming machines, pool tables, juke boxes to pubs, clubs, leisure centres etc.

- Opened over 50 new accounts. Sourced all new accounts within own area.
- Maximized placement opportunities whilst meeting deadlines and timescales.
- Maintained contact strategy that ensured good customer follow-up.
- Established and developed core range products in all accounts.
- Promoted from Collection Agent.

COLLECTION AGENT

1992 - 99

Write Company B Here

Customer service, site management, solving problems roles. Collecting cash from various machines within leisure complexes, pubs and clubs. Consulting with service and sales teams to determine exact requirements, with the aim of establishing further viability. Planned own time and daily routines.

- Serviced over 50 accounts per week.
 - Sourced new accounts and generated leads. Liaised with service and sales and customer service teams.
 - Instrumental in doubling area turnover by developing existing accounts.
 - Significant amount of cash collected and paperwork / book-keeping involved.
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PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS (continued)

ASSISTANT MANAGERESS

1990 - 92

Write Company C Here

- Increased turnover year on year, consistently beating budgeted requirements.
- Achieved Top Store national accreditation based on customer service and increased turnover.
- Instrumental in opening this new store - established, customer service training routines, administration, accounts, oversaw merchandising.
- Designed staff training package from conception, with particular focus on customer care and product knowledge, reducing staff turnover, increasing moral and productivity whilst laying the foundation for a systematic nationwide staff training programme.
- Improved customer service and led staff in achieving targets and plans.

Key skills gained and developed:

customer care, stock control, financial control, merchandising and display, cash handling, security, Health and Safety, good experience in dealing with difficult customers and solving their problems, salesmanship, customer care, forecast planning / projections, sales initiatives, teamwork, time management.

RETAIL ASSISTANT

1988 - 90

Write Company D Here

- Awarded "Consultant of the Year" - based on sales turnover.
- Established successful new business from conception.
- Gained significant experience in merchandising, demonstrations, promotions in-store and at fashion shows.

Early Career Summary

Acting Manageress	Le	(1986-88)
Sales Assistant	Shoe Shop	(1984-86)
Turf Accountant	Betting Shop	(1982-84)
Bar Management	Various clubs	(1980-82)

PROFESSIONAL DEVELOPMENT

Various internal courses: Planning business development, managing others, effective administration, product knowledge, team leading, sales and negotiation skills.

All courses commensurate with areas of expertise / key skills.

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Interests / pastimes: Social, DIY, interior decorating, gardening.

Personal: Single, clean driving licence.