
John Smith

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JOB TARGET: SALES REPRESENTATION

♦ Area Management - Sales and Marketing - Business Development ♦

Results oriented and possessing excellent business and area sales management experience. Proven record of providing a high level of sales turnover through the development of accounts throughout N.E. England, London and Scotland in the very competitive furniture industry. Highly personable and customer orientated with a good commercial awareness - believing maximum sales results come from sound customer service, good follow up and ethical selling. Now looking for a similar position and continuing to bring a significant contribution within a field sales / area management role for a successful company that rewards on merit.

AREAS OF EXPERTISE

- Business Development
- Sales and Marketing
- Maximizing Sales
- Identifying Customer Needs
- Account Management
- Forecasting /Planning
- Business Planning
- Administration
- Lead Generations
- Team Leadership
- Negotiating
- Quality Assurance

PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

FUNERAL DIRECTOR (OWNER)

2004 - Present

Self Employed, (2005 - Present).

Company A, Newcastle upon Tyne (2004 - 05).

- **Responsible for organising burials and cremations. Day-to-day tasks typically include:** Meeting with relatives or friends to give advice and arrange details of the funeral. Preparing the body for burial or cremation. Arranging for transfer of the body to the place of rest before the funeral as well as the date and time of the funeral with the church, cemetery or crematorium. Organising flowers, transport, and death notices and obituaries in the press. Making sure everything runs smoothly during the ceremony
- Advising on legal requirements and helping clients complete paperwork.
- Dealing with floral tributes and charitable donations
- Advising on coroners' procedures when necessary.
- Bought Cooper's Funerals and built up the business from scratch.
- Dealing with all self-employed business operations, including sales and marketing.
- Offering and completing funeral planning on a pre-need basis.

AREA SALES MANAGEMENT

2000 - 04

Company B, Wigan (North East Region).

- Responsible for 4 retail outlets (up to 30 staff), turning over more than £6 million p.a. Personal contribution up to £400K p.a. Developing existing business units and accounts predominantly in the North East of England. Planning own time and daily routines.
 - Initiated and developed new, necessary operational procedures. Created and overseeing new sales teams.
 - Organized promotions and showrooms displays.
 - Carried out staff development training, defined organisational needs and recruited quality staff.
 - Implemented and developed a marketing strategy, trading accounts, training and development plans.
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