

Sales CV Template



The only sales CV you need!

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PERSONAL PROFILE

A sales professional with 6 years sales experience within the construction market. I have received formal sales training and can demonstrate my achievements within each sales role I have undertaken. I have a track record of successfully developing new business relationships with decision makers at all levels.

CAREER HIGHLIGHTS

- Won largest new business deal at Inkspam in 2015 of £250k.
- Newcomer of the year Inkspam 2014
- 99% positive customer service feedback at STIG

CAREER HISTORY

Inkspam Insulation, Business Development Manager, Sept 2013 - present.

Inkspam Insulation manufacture a range of insulation products used in the renovation and new build of both residential and commercial buildings.

Responsibilities:

- Maintain and develop relationships with Architects and Contractors to gain specification on new commercial projects dealing with Architects, Specifiers, Project Managers/Directors and Consultants
- Conduct CPD's on a weekly basis acting as a technical sounding board for our clients
- Back sell via a distribution network of merchants – including SIG, Travis Perkins and Jewson dealing with branch managers and regional directors to ensure smooth delivery of products.
- Efficiently utilise Glenigan/ABI to source leads as well as networking with current client base to ensure my area, London and South East, has a healthy pipeline of new business.

Achievements:

- Closed commercial projects with: **David Dimble Architects/Balfour for IBC Bank HQ (£250k), Fosters/Laing O'Rourke/BMS London Branch (£180k), Jimmy's Architects/Gilberts/Egyptian Embassy (£175k)**
- Target Jan 2015 – Dec 2015 **£750,000**, achieved **£877,980 (117%)**
- Target Jan 2016 – Dec 2016 **£1,000,000**, achieved **£800,450** YTD with **£750,000k pipeline** for Q4, forecast **£1,100,000 to £1,175,000** based on sales efficiencies.
- 2017 pipeline currently running at **£1,500,000**

STIG Plaster Board, Area Sales Manager, Sept 2011 – Sept 2013

STIG Plaster Board are a distributor of Knauf, Siniat and Gypsum plasterboard.

Responsibilities:

- Proactively seek new business with local building contractors, regional house builders and architects in the Southern Home Counties and South London area.
- Manage existing database of accounts ensuring an uplift in annual spend.
- Develop relationships with all levels of decision makers and influencers from foremen and project managers to Managing Directors and Procurement Managers to meet the needs of all involved.
- Run networking and breakfast meetings to keep informed of local building projects on a month basis.

Achievements:

- Increased turnover on patch from **£350,000k** in 2011 to **£657,890** by the time I departed in Sept 2013
- Target Jan 2014 to Dec 2014 **£450,000**, achieved **£588,045**
- Target Jan 2015 to Dec 2015 **£700,000**, achieved **£657,890** by Sept 2013 with a **£300,000** pipeline for Q4 2013

Tibsons Builders Merchant, Sales Executive, Sept 2008 – Sept 2011

Tibsons are a family run general builder's merchant with 5 branches across Kent, Sussex and Surrey.

Responsibilities:

- Win new business with small contractors with an annual spend of between 5k and £15k a year.
- Run marketing campaigns and referral campaigns to attract new business to the branch
- Deal with any incoming sales enquiries
- Chase outstanding debt with customers
- Role is 50% internal and 50% face to face in the field

Achievements:

- Progressed from driver to counter sales then sales executive within 18 months of starting
- Grew account base by **217 new contractors** in the area
- Developed **£950,000** worth of revenue for the business over 2.5 years
- Instrumental in winning "Surrey Small Business of the Year 2010"

EDUCATION AND TRAINING

- **2011-2016** BMS Performance Sales Training, Effective Time Management
- **2006-2008** Surrey School, 3 A-Levels (English Lit, PE, History)
- **Hobbies:** Rugby, Football, Cooking, Running, Socialising, Competitive Dog Grooming.