

Gary White

Sales Representative

AREAS OF EXPERTISE

Closing sales

Account management

Closing sales

Lead generation

Identifying sales opportunities

Telesales

Extensive product knowledge

Client conversion

PROFESSIONAL

*NVQ in Marketing
(City & Guilds)*

PERSONAL SKILLS

Building relationships

*Smart appearance &
presentable*

Highly motivated

Social skills

PERSONAL DETAILS

*Gary White
34 Made Up Road
Coventry
CV66 7RF*

T: 02476 000 0000

M: 0887 222 9999

E: gary.w@dayjob.co.uk

DOB: 12/09/1985

Driving license: Yes

Nationality: British

PERSONAL SUMMARY

A results driven, committed and articulate sales representative with excellent communication skills and a high level of customer commitment. Multi-skilled with the ability to plan & manage territory whilst and maintaining & developing existing and new customers through ethical sales methods and consistent high customer service. Possessing a good team spirit, deadline orientated and having the ability to succeed in a demanding sales environment.

Now looking forward to a making a significant contribution in a ambitious and exciting company that offers a genuine opportunity for progression.

WORK EXPERIENCE

Financial Services Company – Coventry

SALES REPRESENTATIVE June 2008 - Present

Contacting prospective clients, assessing their requirements then selling them the companies products and services that match their needs. Also responsible for maintaining ongoing relationships with customers to foster repeat business.

Duties:

- Working as part of the sales team to develop both new and existing markets.
- Involved in developing sales & pricing strategies.
- Liaising with customers & the dealer network to answer and resolve their queries.
- Identifying and then researching potential leads and opportunities.
- Constantly developing existing sales processes which will generate sustainable growth.
- Responsible for developing own portfolio of customers.
- Collecting all the information required to create a request for an estimate.
- Writing accurate & informative sales reports and documentation.
- Contacting prospective clients by phone and email.
- Identifying the customer's needs.
- Dealing with a diverse range of clients in the private and the public sector.
- Evaluating competitor activity and developing appropriate responses.
- Attending sales appointments at clients premises.
- Attending trade shows and exhibitions when required.
- Cold calling potential clients via telephone or personal visit.
- Making appointments to meet new and existing clients.

KEY SKILLS AND COMPETENCIES

- Good communication skills and a excellent telephone manner.
- Able to sell to large and small clients.
- Proven experience in launching new products.
- Have a professional style of communication & ability to build rapport with prospective customers.

ACADEMIC QUALIFICATIONS

BA (Hons) Marketing
Nuneaton University 2005 - 2008

A levels: Maths (A) English (B) Technology (B) Science (C)
Coventry Central College 2003 - 2005

REFERENCES – Available on request.

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