

Craig Davies Sales Representative

Dayjob Ltd
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PERSONAL STATEMENT

A dynamic young person who has a strong desire to break into sales and marketing. Craig is self-motivated, well organized and possesses superb communication skills and sound business awareness. He is more than able to work on his own initiative within a vibrant Sales Team, and to liaise directly with customers. As an aspiring sales reps he is enthusiastic, prepared to work hard and has strong new business hunting skills. He is able to build his own territory and initiate a strategy to achieve short, mid and long term sales success. Right now he is looking for an entry level position with a company that rewards hard-work, commitment and loyalty with a fantastic benefits package and very real opportunities for progression.

ACADEMIC QUALIFICATIONS

Coventry North College	2011 - 2012
Diploma in Marketing	Pass

Birmingham South High School	
Maths	2008 - 2011
English	Pass
Geography	Pass
Physics	Pass
Business Studies	Pass

COMPETENCIES

SALES

- Managing and growing a territory of independent retailers.
- Ability to build relationships effectively with customers across all levels.
- Following up new leads with customers and quickly pointing out the benefits of a product of service.
- Able to work in a door to door and face to face sales capacity.

PROFESSIONAL

- Impeccable customer service skills.
- Always delivering the best possible solutions for customers.
- Being a role model for brands through being immaculately presented & professional.
- An eye for commercial and sales opportunities.

PERSONAL

- An unbeatable work ethic and determined attitude towards hitting sales targets.
- Excellent communication skills and highly personable.
- Ability to influence key decision makers.
- An ambitious and positive team player.

SALES SKILLS AQUIRED WHILST STUDYING

- Strong & confident communicator over the phone & face to face.
- Computer literate and proficiency in the English language.
- Identifying and developing new accounts, whilst maintaining and developing existing accounts.
- Ability to work under pressure and to meet deadlines.
- Excellent negotiating skills.
- Knowledge of all aspects of customer care including; new account application, meeting customer expectations, customer complaints, credit facilities and invoice payments.
- A range of advanced selling skills, from prospecting to closing.
- Dealing with all customer queries, efficiently and effectively.

HOBBIES

In his spare time Craig like to take part in competitive activities, such as mentally challenging competitions, pub quizzes and sports events. As a naturally energetic person he also takes part in physical activities such as jogging, swimming and cycling. At the end of the day he usually unwinds by meeting up with friends for a meal.

REFERENCES – Available on request



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