

Personal statement

An energetic, enthusiastic and dynamic college leaver with a strong desire to work in a target-driven team environment. Martin is a team player, who is goal orientated, highly motivated and has the ability to work effectively under pressure. He will do all he can to maximise sales and attract new customers at every opportunity. As someone who is highly computer literate and well organized, he can easily fit into a quota-carrying position that requires technical skills. He is currently looking for a suitable telesales position that offers a rewarding commission structure, as well as long term career progression opportunities.

Academic qualifications

Coventry North College	2011 - 2012
Diploma in Marketing	Pass
Birmingham South High School	2008 - 2011
Maths	Pass
English	Pass
Geography	Pass
Physics	Pass
Business Studies	Pass
Physical Education	Pass

Sales & Marketing skills acquired whilst studying

- Communicating with customers over the phone.
- Making outbound calls to prospective businesses and gathering information.
- Booking appointments for sales teams and making notes of dates for follow up calls.
- Logging all phone calls and updating customer records with comments.
- Making calls to a large volume of cold, warm and hot leads on a daily basis.
- Able to build a strong awareness of competitors within the market.
- Identifying areas in the market where you are able to develop new business.
- Qualifying new leads in a team environment.
- Basic computer skills such as Outlook, MS Office and knowledge of specialist telesales software.
- Identifying customer needs and resolving customer queries.
- Exceeding customer expectations through exceptional customer service.

Knowledge of

Communication skills	Cold calling	Lead generation	Listening skills
Competitor analysis	Administration	Customer relationships	Commercial awareness
Direct marketing	Time management	Sales techniques	Call handling

Personal skills

- Ability to be assertive and persuasive without being too aggressive.
- Can work to challenging targets and deadlines and deliver when under pressure.
- Self-motivated and competitive.
- An aptitude for sales and in particular the selling of products and services.
- Flexible attitude to working evening and weekends when required.

Hobbies & interests

Martin is an amateur historian with a keen interest in the English and American civil wars. He regularly visits the sites of historical English battles and through his hobby he has not only met many notable people, but has also made many new friends. He is a member of three different historical societies.

References - Available on request.



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