

# Richard Holmes

## Regional Sales Manager

### AREAS OF EXPERTISE

*Managing Sales Orders*

*Spotting Opportunities*

*Account Management*

*Partnership strategies*

*Product Launches*

*Field Sales*

*Regional Administration*

*Skilled negotiator*

*Territory Sales*

*Financial Performance*

*Budget Management*

*Providing quotations*

*Influencing Decision Makers*

### PROFESSIONAL

*Advanced First Aid*

*Chief Executive of a  
Environmental Charity  
(voluntary position)*

*Fluent in English, French,  
German*

### PERSONAL DETAILS

*Richard Holmes  
Dayjob Ltd  
The Big Peg  
Birmingham  
B18 6NF  
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M: 0870 061 0121  
E: info@dayjob.com*

*Nationality: British*

### PERSONAL SUMMARY

An inspirational & results driven professional, who has the raw entrepreneurial drive and strong work ethic required to continuously exceed set sales targets. Richard brings a strong sense of urgency, responsibility and accountability to any marketing project he undertakes. He has a proven ability to interact effectively with clients, and has a long track record of designing and executing professional sales strategies using his in-depth knowledge of the customer and industry. Right now he is looking for a suitable managerial position with a company that has a culture of recognizing people who deliver, and which is now looking to recruit talented and ambitious individuals.

### SALES ACHIEVEMENTS & CAREER HISTORY

#### **Financial Services Company – Birmingham, UK**

REGIONAL SALES MANAGER

Jan 2012 – Present

**Sales Target: \$3 M - Sales Achieved: \$3.2 M**

In charge of coordinating people and resources, and for delivering on volume, sales and profitability objectives by brand and channel. Also having day-to-day responsibility for the company's marketing programs in a specific territory.

#### **Duties:**

- Preparing written presentations, reports, and price quotations for customers.
- Ensuring sales staff comply with company policies, procedures and practices.
- In charge of a large department with an annual turnover of 2 million pounds.
- Product positioning in the Marketplace through strategic pricing & bundling etc.
- Recruiting and selecting qualified candidates to fill open sales positions.
- Coaching, counseling, and developing sales representatives.
- Establishing trust and a good relationship with all key clients.

#### **Insurance Sales Group – West Bromwich, UK**

REGIONAL SALES MANAGER

Jan 2011 – Dec 2011

**Sales Target: \$2.5 M - Sales Achieved: \$3.1 M**

#### **Hotels & Resorts Group – Coventry, UK**

BUSINESS DEVELOPMENT MANAGER

Mar 2010 – Jan 2011

**Sales Target: \$1.6 M - Sales Achieved: \$2.2 M**

### KEY COMPETENCIES AND SKILLS

#### **Sales Management**

- Setting sales team objectives and priorities in alignment with company objectives and priorities.
- Communicating skillfully with customers on new products & service offerings.
- Proficient in analyzing financial statements and completing financial models.
- Strong solution-oriented selling skills.
- Managing highly complex & parallel projects that involve multiple stakeholders.

### ACADEMIC QUALIFICATIONS

#### **Central Coventry University, West Midlands**

2002 - 2005

BA (Hons) – Sales & Marketing

#### **North Birmingham College, West Midlands**

2001 - 2002

Diploma in Hotel Management

NEBOSH Health and safety general certificate

**REFERENCES** – Available on request.



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