

Maxine Curry

Sales Associate

AREAS OF EXPERTISE

Direct selling
Cross selling
Sales processes
Building relationships
Merchandising
Client relationships

PROFESSIONAL

French speaker
First Aider

PERSONAL SKILLS

High energy levels
Proactive
Organised
Courteous but firm character

CONTACT

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Driving license: Yes
Nationality: British

PERSONAL SUMMARY

An ambitious and goal oriented Sales Associate who will always provide her customers with a top quality service that meets their needs and expectations. Maxine has a great personality that engages customers, a professional telephone manner and superb negotiating skills. These competencies combined enable her to easily increase brand loyalty, and quickly build up a rapport with customers who have different personalities and requirements. In her current role she is the face of the company within the sales and new client acquisition team.

WORK EXPERIENCE

Company name – Location

SALES ASSOCIATE Jun 2013 – Present

Responsible for actively promoting and selling the company's products to a wide range of customers in a very competitive market place.

Duties:

- Contacting potential customers that have shown an interest in the company's products and then selling to them.
- Actively seeking new accounts in a wide variety of locations.
- Updating of customer information in paper records and on computer databases.
- Handling the complete sales process.
- Researching new market and sales opportunities.
- Educating clients on the company's products and services.
- Converting prospects into active clients.
- Keeping in touch with customers via a range of mediums such as phone calls, letters, email and SM.
- Executing an organized, efficient and structured sales process.
- Making outbound sales calls.

Company name - Location JOB TITLE Dates (i.e. Aug 2011 – Jun 2013)

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KEY SKILLS AND COMPETENCIES

- Adapting selling techniques and style to suit an specific audience.
- Responding professionally to client rebuttals.
- Ability to function under pressure.
- Enjoy working in a fast paced environment where autonomy is encouraged.
- Greeting customers in a professional manner and listening to their needs.
- Confident when speaking to a single person or to an audience.

ACADEMIC QUALIFICATIONS

Nuneaton University *2008 - 2011*
BSc (Hons) Sales Management

Coventry Central College *2005 - 2008*
A levels:
Maths (A) English (B) Technology (B) Science (C)

REFERENCES – Available on request.



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