

Maxine Curry

Sales Executive

Dayjob.com, The Big Peg, 120 Vyse Street, Birmingham B18 6NF
T: 0121 638 0026 – E: info@dayjob.com

PERSONAL SUMMARY

Maxine has an unyielding desire to achieve a high standard of work in everything that she does. She is an extremely confident, assertive and organised individual who has the ability to prioritise workloads to sell a company's products and services. In her current role she has gained a reputation for improving operational efficiency and maximising growth by ensuring that everyone within her team knows how important their role is to the company's overall success. On a personal level she has the ability to build positive individual relationships with key people. Right now she is looking for a suitable position with a company that is on the look-out for bringing genuine fresh talent into their workforce.



CAREER HISTORY

SALES EXECUTIVE *Insurance Company, Coventry* Sep 2014 - Present

Responsible for meeting potential customers so as to win new business/clients, maintaining good relationships with existing customers and gaining repeat business wherever possible.

Duties:

- Liaising and networking with a range of stakeholders including customers, colleagues and 3rd party suppliers.
- Providing operational support to internal departments and external suppliers as per precise business requirements.
- Organising and attending local and national events such as conferences, seminars, receptions & exhibitions.
- Using Microsoft Office packages, particularly Excel, PowerPoint and Word to produce clear and concise reports.
- Ensuring that all customer related company-wide filing systems & archive records are accurate and up to date.
- Regularly reminding every employee of what is acceptable and unacceptable behaviour in the workplace.
- Researching and compiling tailored monthly analytics and ad reports for all key stakeholders and senior managers.

EXECUTIVE *Marketing Company - Coventry* Jun 2012 - Sep 2014

TRAINEE MANAGER *Distribution Company - Leeds* Jan 2010 - Aug 2012

PROFESSIONAL SKILLS

Executive

- Can be a key motivator within a team setting and able to get colleagues to perform well above their average level.
- Problem solving by applying logical and lateral thinking to issues and then coming up with viable sales solutions.
- Good at building relationships across different levels and with people from all social or cultural backgrounds.
- Fluent in English & German and able to convey an articulate message's in both verbal, written and electronic form.
- Detail and process-orientated and always ensuring the right tasks are done by the right people at the right time.
- Can negotiate efficiently and able to manage people's expectations in any high pressure sales environments.

Personal

- Conducting herself in a professional manner & able to act as a perfect ambassador for any company she works for.
- Adhering at all times to the strictest interpretation of all relevant Codes of Practise and Professional Conduct.
- Adaptable by nature, flexible in her opinions and someone who is open to changing arrangements at short notice.

ACADEMIC QUALIFICATIONS

<i>South East University</i>	<i>2006 - 2009</i>	Business Management Degree
<i>North East College</i>	<i>2005 - 2006</i>	Diploma in Management
<i>Sparkbrook College</i>	<i>2004 - 2005</i>	Diploma in Business Administration
<i>Sparkbrook College</i>	<i>2004 - 2005</i>	Diploma in Marketing
<i>Coventry School</i>	<i>2000 - 2004</i>	A levels: Maths (A) English (B) Technology (B) Science

REFERENCES - Available on request



Copyright information - Please read

© This [resume template](#) is the copyright of Dayjob Ltd. Job seekers may download and use this particular example for their personal use to help them write their own one. You are also most welcome to link to any page on our site www.dayjob.com. However this template must not be distributed, used for commercial purposes or made available on other websites without our prior permission. For any questions relating to the use of this template please email: info@dayjob.com.