

Richard Holmes

Sales Manager

AREAS OF EXPERTISE

Ad Trafficking

Campaign Optimisation

Client Issues

Campaign Reporting

Project Management

Sales Management

Business Planning

Customer Service

Territory Sales

Identifying Business Opportunities

Creating Brand Awareness

Event Marketing

Contract negotiations

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
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Nationality: British

PERSONAL SUMMARY

A personable, charismatic and efficient professional, who is able to bring an assortment of knowledge and skills to every area of a business. Richard has a track record of over achieving, and is someone who is deeply passionate about sales and marketing. He has the ability to understand big picture concepts and to dive into the detail needed to implement them. Possessing broad technical knowledge of the latest marketing methodologies, he is more than able to create customer focused win-win initiatives. Right now he is looking for a suitable position with a company where he will be surrounded by like-minded individuals who strive to break records and deliver excellence.

SALES ACHIEVEMENTS & CAREER HISTORY

Financial Services Company – Birmingham, UK

COUNTRY SALES MANAGER

Jan 2012 – Present

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

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

Distribution Company – London, UK

EUROPEAN SALES MANAGER

Jan 2007 – Dec 2009

Sales Target: \$3.5 M - Sales Achieved: \$5.1 M (2007)

Sales Target: \$4.2 M - Sales Achieved: \$5.9 M (2008)

Sales Target: \$6.5 M - Sales Achieved: \$8.3 M (2009)

Airlines Company – Bristol, U.K.

Sales Target: \$2.7 M - Sales Achieved: \$3.9 M

SALES MANAGER

Sep 2005 – Jan 2007

KEY COMPETENCIES AND SKILLS

Business Development

- Ability to target companies and passive candidates quickly and effectively.
- Building deep and lasting relationships with customers.
- Able to build and energize talent through coaching and developing others.
- Knowledge of how to manage customers with the greatest of care.
- Identifying & manage resources required to maximize volume opportunities.
- Ability to lead large, complex cross-functional sales initiatives.
- Exposure to and comfortable with the process of forecasting.

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

Chartered Management Institute certificate in supervisory management

REFERENCES – Available on request.



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