

# Maxine Curry

## Territory Manager

### AREAS OF EXPERTISE

Market information  
Competitor activity  
Pricing strategies  
Territory management  
Administrative capabilities  
Staff performance  
Visual marketing

### PROFESSIONAL

Fluent in German  
First Aider

### PERSONAL SKILLS

Sociable  
Forward thinking  
Detail orientated  
Hard working

### CONTACT

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Driving license: Yes  
Nationality: British

### PERSONAL SUMMARY

A results focussed individual who is able to understand the advantages of what she is selling and the type of people she will be selling it to. Maxine can bring a strong clinical and commercial understanding to any role. She can establish new ways of doing business and implement strategies that will enable a company to strategically approach the market in a commercially viable manner. On a personal level she likes variety in her day-to-day working schedule. Right now she would like to join a company where there will be ample opportunity for social interaction through company events.

### WORK EXPERIENCE

#### Company name – Birmingham

TERRITORY MANAGER Jun 2013 – Present

Responsible for the ultimate success of a specific territory by identifying new growth opportunities that expand the company's product portfolio in the market place.

#### Duties:

- Building and maintaining relationships with convenience stores within a specific territory.
- Representing the company's brand at meetings.
- Recruiting top performers and talent and then guiding them to deliver excellent business results.
- Having regular conversations with other internal sales team members to come up with marketing ideas.
- Continuously contributing to the improvement of processes within a territory.
- Initiating and cultivating communication with interested organizations.
- Ensuring that all sales and marketing activities are fully coordinated and optimized.
- Identifying potential new sales opportunities and then working to develop them in to key accounts.

#### Company name - Location

JOB TITLE Employment dates (i.e. Aug 2011 – Jun 2013)

### KEY SKILLS AND COMPETENCIES

- Identifying key decision makers.
- Maximising revenue through new and existing business.
- Can work from home or out in the field if required.
- Finding unique and repeatable ways of solving problems.
- Able to communicate across all levels with clients, right up to board level.
- Ability to work in partnership with customer.

### ACADEMIC QUALIFICATIONS

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

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

REFERENCES – Available on request.



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