

CURRICULUM VITAE

PERSONAL DETAILS

Name	A N Other
Address	14 Station Street, Leicester, Leicestershire, LE2 4TA
Email Address	another@freemail.com
Home Number	0116 2515658
Mobile Number	07851 256324
Driving Licence	Full UK / No convictions

PERSONAL STATEMENT

Energetic, professional and self-motivated. A confident and decisive Manager with significant experience within the automotive industry. Always looking for the next challenge and a new goal to meet.

EDUCATION & QUALIFICATIONS

Northampton University
1997 – 2000
BA (Honours) in Business Studies – 2:2 achieved

EMPLOYMENT HISTORY

January 2005 - Present
Empire Automotive Systems Ltd
www.empireautomotive.co.uk
Area Sales Manager

Responsibilities:

- Promoting a wide range of automotive refinish products within the North East region
- Working towards an annual revenue target of £735,000
- Reporting directly to a National Sales Manager and working within a team of 4 Area Sales Managers
- Developing a customer base in excess of 270 automotive repair centres
- Sales and product training to new staff members
- Attending exhibitions and industry events to raise our company profile
- Following up new business enquiries both face to face and via the telephone

Achievements:

- Awarded "Salesperson of the Year" for 3 consecutive years (2005, 2006 and 2007)
- Hold company record for highest monthly revenue achieved by an Area Sales Manager (214% of target)

Reason for leaving – Closure of business to retirement of the existing Managing Director.

Existing Salary - £32,000 Basic Salary + fully expensed car + £8,500 annual bonus potential + corporate benefits.

August 2000 – December 2004
TDC Autoparts
www.tdcautoparts.co.uk
Senior Parts Advisor

Responsibilities:

- Promoting a range of 3000+ car parts
- Working within a team specialising in performance car parts and accessories
- Reporting to a Branch Manager
- Selling to a UK client base within the motorsport and performance car sector
- Training new staff members
- Responsible for sourcing new products to add to our range
- Cold calling potential customer

Achievements:

- Won “VIP” access” to the 2003 British Grand Prix for achieving £30,000 revenue in a month
- Promoted to Senior Parts Advisor within 12 weeks on joining the company

Reason for leaving – Relocated to the Midlands region

Existing Salary - £22,000 Salary + £6,000 annual bonus potential + use of vehicle

COURSES ATTENDED

- Health and Safety (March 2006)
- First Aid (September 1999)

HOBBIES & INTERESTS

Golf, reading and classic car restoration

REFEREES

Terry Jones
Managing Director
Empire Automotive Systems Ltd

Linda Smith
General Manager
TDC Autoparts