



Personal details

Date of Birth

Nationality

Marital status

Personal Statement

I am an extremely capable and industrious worker. I have confidence in my skills and ability to apply them towards learning new skills. I am a sociable person and particularly enjoy working within a people environment. I am creative, resourceful and adaptable to given situations. I am also reliable, punctual and well presented. I apply professionalism to all aspects of my work.

Education and Qualifications

Premier Training, Islington, London 2000
NVQ Level 3 Pass

Leeds College of Music, 1997 -1998
Diploma in Recording Technology Pass

Riley College, Hull, 1994 -1996
BTEC National Diploma in Performing Arts Merit

St. Mary's School, Hull, 1989 -1994
GCSE's: Six. Grades A – C

January 2010 to date

B2B business sales Manager

La Fitness Corporate health solutions

- National blue chip account management of large membership bases covering all La Fitness sites
- Supporting Commercial Director, Regional directors to achieve new business annual sales targets
- Develop national new business opportunities
- Contracting, Invoicing, proposing and presenting to all current/new La Fitness clients
- Monthly business reporting to National Corporate Manager
- Daily CRM task, diary management

March 2008 to December 2009

Sales Manager

Life Fitness (Gym equipment supplier)

- Pro-actively supported B2C Sales manager to achieve objectives of assigned territory and UK B2C sales targets

- Achieved annual target of 1 million pounds net sales for Fitness equipment through professional sales techniques and building long term customer relationships
- Researched and developed new clients within the assigned territory-Property Developers, architects, interior designers, Personal trainers
- Supported clients through all stages of buying process-initiating and closing sales
- Booking and management of national showcase events to generate leads for B2C
- Prepared written proposals, letters, quotations and presentations to successfully achieve territory sales target

Other Employment

LUX World – Consultant – Sales and marketing 2011

Global radio – Media Sales 2011

Business development National sales manager motive8 group 2007

Leisure and retail management within the music and Health and fitness industry with Holmes Place Health clubs, L.A Fitness, Virgin Music and Tower records

Semi Professional football 94-03

Skills:

Spanish speaking at basic level

Fully IT literate

Excellent customer service skills.

Organisational skills, working within deadlines and targets.

Ability to work both independently and with others.

High level of written and verbal skills.

Interests

Music, Sport, Fitness, nutrition, socialising, travelling, Djing and living life to the full

References available on request