

Curriculum Vitae

Female

Number of years working in industry: 21 years 0 months

Candidate ID Number: 11291

Nationality: British

Language Skills:

Fluent: English

Basic: French

Permitted to work in: UK - United Kingdom

Position Sought: Area Sales Representative, NATIONAL/REGIONAL/BUSINESS DEVELOPMENT MANAGER

Personal Statement

Passionate, enthusiastic, perseverant, with a good sense of humour. I am a real "people person", I love the challenges that sales and account development bring and being able to work with different people in different situations and surroundings. I am used to working alone on a day to day basis and organising my own diary but I also work well as part of a team, supporting colleagues to attain goals and targets as set.

Seeking work in the Midlands, UK.

Employment History:

July 2009 - Present - UK SALES MANAGER at (most recent employer hidden for confidentiality) HOME AND FIELD BASED, UK - United Kingdom, (Product Company)

Duties included:

TO CREATE THE BRAND FROM SPAIN TO THE UK. TO WRITE AND TRAIN THE TREATMENTS AND TO SELL THE CONCEPT TO SPAS AND SALONS IN THE UK

Products worked with:

MONTIBELLO SKIN CARE AND TREATMENT PRODUCTS

January 2007 - November 2009 - business development manager at gerards, midlands and north, UK - United Kingdom, (Product Company)

Duties included:

To open new accounts and develop existing accounts including bourne leisure group, the vale spa, moddershall oaks, barcelo group, devere group, alton towers. To train therapists in all aspects of product knowledge and retail training. To perform demonstrations, adt days, open evening and launch events and to support my accounts in every way possible to maximise profit for them and Gerards.

Products worked with:

Gerards face and body range

November 2008 - July 2009 - sales manager at tempus uniforms, uk and home based, UK - United Kingdom, (Product Company)

Duties included:

To open new accounts and develop existing accounts with spas and salons including bourne leisure group, ragdale hall,

Products worked with:

This was a company making and selling bespoke uniforms to the spa and salon industry

September 2006 - December 2006 - teeth whitening technician at designer whites, mobile within salons, UK - United Kingdom, (High Street Salon)

Duties included:

To perform teeth whitening in salons and spas and to promote the treatment on a self employed basis on behalf of designer whites

Products worked with:

Teeth whitening products from designer whites

January 2005 - September 2006 - Retail Professional at champneys springs, leicestershire, UK - United Kingdom, (Day Spa)

Duties included:

To retail champneys own brand of skin care and body products. To achieve and exceed targets set. To perform demonstrations and talks to the guests as required and on a daily basis. To train the therapists in product knowledge and retail training. To look after the champneys specialist team and take monthly meetings. To keep records of all sales activities for therapists and record all commission for sales. To attend club members evenings and arrange outside events. To perform champneys treatments as required. To keep stocktaking records. Be responsible for all display areas.

Products worked with:

Champneys own brand of skin care and body care

Education and Qualifications:

1985 north warwickshire college of technology and art

city and guilds, ihbc, college diplomas

Beauty therapy and hairdressing - various covering all aspects of beauty therapy.

1981 john cleveland college

CSE and O level grades in english, history, art, mathematics, french studies, sociology, human biology

Product Training:

November 2009 DECLEOR MONTIBELLO

NOTTINGHAM BARCELONA SPAIN

TRAINED IN DECLEOR BODY TREATMENTS, PREVIOUSLY TRAINED IN FACIALS AND BODY TREATMENTS FOR DECLEOR AT CHAMPNEYS 2001. CONTINUATION OF TREATMENTS AS I OWNED MY OWN SALON

TRAINED AT BARCELONA ACADEMY IN JULY 2009 FOR FACIALS AND NOVEMBER 2009 FOR BODY AND SPECIALIST TREATMENTS

September 2006 Champneys own brand

champneys

BODY AND FACIAL TRAINING

Vocational Qualifications

RSA typing level 1

City and Guilds communications level 1

Hobbies and Interests

Cooking and entertaining, a fan of seafood and shell fish in particular

Love of dancing - I had dancing lessons with vincent simone from strictly come dancing 4 years ago, and have remained good friends with vincent and his professional partner flavia cacace. The latin dances are my favourite!

Reading crime and thriller novels

I enjoy the outdoors and travelling, walking and cycling

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