

Curriculum Vitae

Female

D.O.B. 16 March 1995

Number of years working in industry: 7 years 4 months

Candidate ID Number: 167813

Nationality: Australian

Language Skills:

Fluent: English

Basic: French

Permitted to work in: Australia

Position Sought: Regional Senior Manager, Area Sales Representative, Membership Sales Professional

Personal Statement

With more than 7 years of sales management experience, I have a proven track record of exceeding KPIs and achieving all financial goals.

With over 10 years customer service experience, and an outgoing personality, I pride myself on my ability to interact professionally with guests and team members, ensuring a seamless and enjoyable experience for all.

Having just relocated to London from Australia, I am excited to apply my sales and leadership skills in a new industry.

Seeking work in international locations

Employment History:

February 2017 - June 2024 - Regional Senior Manager at (most recent employer hidden for confidentiality)
Australia, Australia, (Skin Clinic)

Duties included:

I was responsible for driving financial performance, managing operations, and fostering positive culture across 23 luxury medical aesthetics clinics and over 200 employees across Australia and New Zealand.

During my tenure, I boosted company profits by 25% through improved lead-to-booking conversion rates and increased average client spend. I reduced staff turnover by 20% by fostering a supportive environment with effective leadership, motivation, and team training. Additionally, I enhanced client retention by 15% through evaluating client satisfaction levels and monitoring trends for continuous improvement.

Key responsibilities include:

- Meet weekly with the Chief Financial Officer to analyse and discuss the \$23 million profit and loss statements, constantly reviewing wage costs and consumable expenses at both the clinic and state/national levels.
- Reviewing and dissecting company reports to understand progress towards financial KPIs, such as consultation conversion rates and average client spend.
- Providing weekly updates on progress towards financial KPIs, total revenue, and profit to the Head of Sales, including troubleshooting suggestions and action plans.
- Overseeing six Area Leads who reported directly to me, frequently meeting with them to discuss performance strategies to sustain top-performing clinics and accelerate underperforming clinics.
- Conducted monthly company-wide meetings to update the team on the sales agenda and inform them of any changes from head office.
- Managing national recruitment and worked closely with Area Leads to address their recruitment needs.

Products worked with:

I was the National Sales Manager for Australia's leading Body Sculpting Clinic who provide non-surgical treatments for the face and body including Cryolipolysis Fat Reduction, Radio Frequency Skin tightening, Tesla Former Muscle

Defining, HIFU Non-surgical facelift, lymphatic massages and many more.

Career Break - Traveling

Education and Qualifications:

2016 Deakin University - Bachelor of Nutrition Cryomed - Training on performing TGA approved medical grade devices Body Catalyst - Trained in house

Bachelors Degree in Nutrition, majoring in Exercise Science.

Bachelors Degree in Nutrition, majoring in Exercise Science.

Graduated with High Distinction.

2012 Firbank Grammar School

Graduated with an Atar of 90

Product Training:

July 2024

I have a Bachelor of Nutrition from Deakin University and I was trained in Medical Aesthetics and medical grade devices for Body Sculpting through CryoMed Australia.

Trained in all non-surgical body sculpting treatments for Fat reduction, skin tightening, cellulite reduction, non-surgical facelifts, muscle defining, pelvic floor strengthening and incontinence.

Cryolipolysis, Radio Frequency, Fat Cavitation, Tesla Former, Tesla Chair and HIFU.

Vocational Qualifications

7 Years of Sales Management experience

First Aid

Hobbies and Interests

Gymnastics, tennis, running, walking and cooking

CV created at www.spastaff.com

