

Curriculum Vitae

Female

D.O.B. 30 March 1982

Number of years working in industry:

20 years 10 months



Candidate ID Number: 23913

Nationality: British

Language Skills:

Fluent: English

Good: French

Basic: Spanish

Permitted to work in: UK - United Kingdom

Position Sought: Spa Manager, Salon Manager, Treatment Manager / Spa Trainer

Personal Statement

I am driven motivated and have a passion for sales and training and have been part of the beauty industry for 14 years. I have travelled the world as a beauty therapist with virgin atlantic where I met a host of celebrities. I also worked a summer season in Majorca as a therapist for the Orient Express and Andrew Looyd Webber was a client. I feel the experience I have gained sets goals for others to easily achieve within the industry.

I have over 3 years experience in training and over 13 years selling experience.

I have great skills when building relationships to ensure repeat custom. I have taught over 200 students and passed many and enabled them to progress into the fabulous beauty industry.

My dream is to grow and develop spa/beauty business overseas.

Seeking to work in International Locations

Employment History:

October 2012 - Present - Account Development Manager at (most recent employer hidden for confidentiality)
Scotland, UK - United Kingdom, (Product Company)

Duties included:

Travelling over Scotland to accounts for reorders, organising events to drive business sales for a cosmeceutical brand. I provide a professional and fantastic service to customers. I offer inhouse training in products and retail training. I always meet and exceed targets of £22000+ per month and helping to motivate therapists and be a great ambassador for the brand. Attending monthly sales meetings in London to keep up to date with new promotions, products and offers. I look after 40 accounts in Scotland and ensure they receive orders and GWP as they should and hold retail days where necessary to increase revenue for salons and spas.

January 2011 - September 2012 - Self Employed Educator in NailTechnology and Sales Rep at CTS Ltd,
Scotland, UK - United Kingdom, (Home/Mobile)

Duties included:

Providing Training of beauty treatments within Sally branches across Scotland varied from 4 to 12 students.

Managing an induction programme for all students on courses to instill confidence. Managing documented process, practical and written competency assessments and training records for students.

Ensuring development in terms of training requirements by attending regular meetings at Head Office. Developing effective working relationships internally and externally within the organization.

Ensuring quality training is provided and after sales targets are met.

Also cold calling on salons and spas to increase awareness of products and increase sales and profits of company.

January 2007 - August 2012 - Pan Time Counter Work Contracts at Pure Placements, Glasgow, Scotland, UK - United Kingdom, (High Street Store)

Duties included:

At Boots, Debenhams, Frasers all over Glasgow.

Traffic Stopping, customer service and working to targets. Had 40 bottles of Britney Spears perfume over 2 days and I sold out on the first day.

Sales Executive Goal Training, Penh Glasgow Area - I arranged meetings with Owners and Managers interested in their staff working towards a qualification.

SVQ relating to the hospitality industry.

Cold Calling and working to target to ensure all places given by the SQA were filled. Worked well on my own without supervision and attended monthly sales meetings.

Retail and sales training and commission offered on all products and treatments offered within the spa.

April 2009 - November 2009 - Senior Therapist at Orient Express Hotel La Residencia Hotel, Deia, Mallorca, Spain, (Hotel Spa)

Duties included:

6 month seasonal contract.

Achievements: Learned Spanish, treated a host of celebrity clients including Sir Andrew Lloyd Webber.

July 2007 - April 2009 - Beauty Therapist at Self employed, Scotland, UK - United Kingdom, (Home/Mobile)

Duties included:

Business Development skills used to promote and gain new clients in order to succeed.

March 2005 - March 2007 - In-flight Beauty Therapist at Virgin Atlantic Airways, Various Locations, (Health Club)

Duties included:

10 weeks intensive cabin crew training.

Visited many countries round the world including Australasia, Asia, Middle East, Far East and more. Sales and treatments onboard to passengers in upper class section.

Education and Qualifications:

2003 James Watt College

Higher National Diploma

Beauty Therapy

Anatomy and Physiology

Vocational Qualifications

Key Skills

- Creative, focused and extremely sales orientated.
- Target Driven & proven track record of exceeding targets
- Great at building relationships
- Working to targets.
- Planning and organization of own schedule and great time management
- I have a passion for standards and professionalism within the beauty industry.
- I thrive on helping students achieve their goals and enjoy being a part of it.

Svq Level Management

Hobbies and Interests

Fitness classes, 10k fundraisers, supporting my sisters pipe band across the uk and ireland

CV created at www.spastaff.com

