



The Global Recruitment Co.
www.theglobalrecruitmentco.com
contact@theglobalrecruitmentco.com

Role: Sales Professional

Location: Dundee

Salary expectations: £30,000+

Notice Period: Available immediately

An ambitious Sales Professional looking for his next career move in and around the Scottish regions.

Employment History

I was the former regional business development manager for Robert Lee Ltd between March - June 2024. And even though it was short and brief stint, due to the company struggling financially and falling into administration, I loved every minute of my time there. I would love to continue in the KBB industry as an Area Sales or Business Development Manager.

I have built up a very large and broad contact book from branch managers in the plumbing and heating world to independent merchants and bathroom showroom managers.

I would love to continue in this sector and industry and transfer my skills and knowledge over from previous role with Robert Lee Ltd and Danfoss Climate Solutions and work for a company long term and really be part of a great team or business and continue to grow and develop my skills and craft. As well as learn new skills and further increase my knowledge in this very important and exciting industry.

SKILLS & STRENGTHS

- Strong communicator
- Team player
- Negotiating
- Problem solving
- Excellent time management
- Delivering presentations and pitching business ideas
- 3 years of CRM system experience Highly proficient in Microsoft Packages
- Analytical skills
- Organisational skills Adaptable
- Strong work ethic

WORK EXPERIENCE

REGIONAL BUSINESS DEVELOPMENT MANAGER Robert Lee Distributions

March 2024 - June 2024

- Created new business with builder's merchants, plumber's merchants and retailers across Scotland – This included dealing with branch managers and regional / national sales managers from Wolseley, William Wilson, City Plumbing / PTS, MKM BS, UKPS – Grahams, Plumbase and Plumbstore, and Richmonds and many more.
- Looked after and grew business from existing accounts – such as local showrooms and national merchants, these include B&Q, Wicks, Victor Paris Showrooms, Lochinvar Kitchens and Bathrooms etc. – Lochinvar Bathrooms bought over £1500 from me after I visited them and had a call with them to discuss new promotion that was running for two months.
- Increased sales and revenue from my area – I generated over £15K in sales during April and May during my short time at Robert Lee. I brought in new sales via PTS Edinburgh which totalled £7500.00, Grahams



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Hillington bought £2500 from me after one visit, The Plumbers M8 bought £3500.00 from me after I resolved a delivery issue they had experienced.

AREA SALES MANAGER

Danfoss Climate Solutions

February 2023 March 2024

- Dealing with customers and fixing any issues they may have such as pricing issues, stock availability or product knowledge enquiries
- Responsible for maintaining existing client and customer relationships and enhancing upon these relationships - Increased sales and revenue from my area – I brought in over £85K in sales in my area through securing new deals with installers and contractors such as WRB Gas, RW Bell Green energy, O'Neil's Gas Services. I also secure deals with larger sized contractors such as W.M. Donnelly & Co., New Town Plumbing and Heating etc.
- Brought in new business to the company and showcased to other companies the benefits of using our products and services - Looked after and grew business from existing accounts – such as local installers and contractors such as WRB Gas, Highland Heating and Plumbing and MKM Building Supplies
- Prepared bids for small to medium sized projects
- Worked closely with Key Account and Regional Sales Managers to strategize about bringing in new business and planning corporate events with largest customer and corporate clients.
- CRM system experience and technical knowledge

SALES SUPPORT EXECUTIVE

M&G Prudential

March 2022 - December 2022

- Responsible for ensuring any new business applications, paperwork and payments were sent over accurately and on time
- Answered advisor's enquiries by email or telephone
- Responsible for ensuring current business cases were still proceeding and being kept up to date with any new requests from advisors
- Ensured that the team and department reached out to new advisors and brought in new business cases and continued to increase Prudential's market share in the securities fund market

BUSINESS DEVELOPMENT MANAGER

Giant Agency Solutions

August 2021 - March 2022

First point of contact for customers and accounts I was responsible for

- Tasked with reaching out to agencies and companies looking to actively recruit contractors
- Increased business from existing accounts and growing accounts further - increasing sales from existing customers by showcasing newest systems and increasing numbers of candidates and workers processed.
- Customer acquisitions targeting new business and growing new business organically

CUSTOMER SERVICE DESK ASSISTANT

Tesco Stores Ltd

August 2014 - July 2021

- Awarded Gold Service Superstar Award for outstanding customer service Responsible for the effective resolution of customer issues
- Making sure customer enquiries and complaints are all handled as efficiently and effectively as possible to make sure all customers leave with a smile on their face and leave with a positive experience.
- Making sure all charity and events run in the store and out of store are planned well in advance and all logistics are all secured and managed.



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- Making sure all fundraising donations are properly accounted for and then donated to the correct charity partners
- Managing rotas for staff when in charge of front end operations and all cash office jobs are handled correctly and efficiently. These include counting every day's takings in cash and locking up safe in the cash office.
- Entrusted with additional roles including Substitute Supervisor and training new staff members
- Forum representative for my colleagues in quarterly meetings with store and regional management.
- Charity representative for Tesco at external partner events – e.g. Race for life, Befrienders, Cancer research UK events.

EDUCATION

BA (Hons) Business Management, Abertay University

September 2019 - May 2021

HND Business, Dundee & Angus College

September 2015 - May 2017

Highers, Monifieth High School

September 2009 - May 2015