

BRETT WILSON

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PROFESSIONAL SUMMARY

Field sales representative with over 6 years experience within this challenging sector. I'm a sales manager who is hard working and knowledgeable with an extensive successful sales record.

Am able to build and maintain a loyal client base through strong relationship building skills and excels at increasing sales. I have strong organisational skills. Skilled in planning, scheduling and meeting deadlines. Driven to succeed, Enjoying being out on the road and working independently.

SKILLS

- Self-motivated
- Superior organisational skills
- People-orientated
- Dedicated team player
- Positive outlook
- Reliable
- Dependable
- Strong interpersonal skills

WORK HISTORY

AREA SALES MANAGER YORKSHIRE

RDS VALETING PRODUCTS LIMITED - sutton in ashfield, nottingham, NG17 4HL 09/2018 - Current
Working within the car detailing and valeting industry. Offering a bespoke service to our clients within my Yorkshire area. No two days are the same or two clients are the same. We offer a fully knowledgeable approach with each customer putting "our customers needs at the centre of everything".
Using knowledge and experience to drive sales whilst maintaining a loyal client base.

CARWASH MANAGER

MATLOCK HAND CARWASH - matlock, derbyshire 01/2014 - 08/2018

- Promptly resolved all customer requests, questions and complaints.
- Increased revenue by 100% within the first year as Sales Manager.
- Trained all incoming sales team members.
- Built relationships with customers and the community to establish long-term business growth.
- Approved all sales staff budget expenditures.
- Supported the sales team in writing proposals and closing contracts.
- Recorded accurate and efficient records in the customer database.
- Identified prospective customers by using business directories and following leads from existing clients.
- Managed a portfolio of 2000 accounts and £5000 in sales.

FIELD SALES

SIGN SUPPLY COMPANY - leeds, west yorkshire 11/2011 - 06/2014

This was a cold calling position visiting businesses and creating new clients with a sign company selling various signs and promoting light boxes, Making sales directly to potential customers.
Putting customers needs first by using knowledge and experience to drive sales .

Working within a sales team for a sign company in Leeds, cold calling was mainly how we approached new business.

Speaking to customers in a friendly manner explaining how we could help advertise their business, presenting "how a new shop front" or new light box sign would benefit their business. Providing a tailored experience from start to finish.

EDUCATION

GCSE:

HURLFIELD SCHOOL - SHEFFIELD

1989

- ENGLISH B+
- MATHS B
- ART A
- GEOGRAPHY B