(CV TEMPLATE)

**FULL NAME**

**Personal Details:**

**Address:** Manchester M1

**Tel:**  07874 XXX XXX

**Email:** xxxx.xxx@yahoo.co.uk

**Summary:**

A highly efficient and result driven sales professional with over 5 years’ experience developing clients within the Food, Beverage, Packing and Paper industry. I am technically proficient having gained a BEng from Manchester University. I am adaptable and keen to secure a position within an ambitious and reputable organisation.

**Experience:**

\*\*\*Repeat the below format for each role\*\*\*

Sept 2014 – Present Company Name

Job Title

Company Name turnover in excess of £10m per annum and offer a range of factory automation solutions to businesses operating within the Food, Beverage, Packing and Paper industry.

**Responsibilities:-**

* I am responsible for developing and managing clients across my region (Scotland).
* I operate within a 75% new business and 25% account management position.
* I am responsible for selling Company Name’s full range of factory automation equipment with a focus on the food and beverage sector. This sector makes up 80% of my total territory revenue.
* I typically sell in to Directors, Engineering Managers and Project Engineers.

**Achievements:-**

* Won salesmen of the year in 2016, from a team of 12 Field Sales Representatives
* Delivered £1.2m of sales against a target of £1m in 2016
* Delivered £900K of sales against a target of £850K in 2015
* Won the largest single order for the business, generating £275K

**Interests:-**

I am extremely active and spend a large amount of my time in the gym. I enjoy socialising and have completed numerous half and full marathons in aid of various charities.

**References:-**

Available on request