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| **Brandon JobNexus – Sales Executive**  |

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**Professional Summary**

Highly experienced **Sales Executive,** expert in cultivating, maintaining, and developing fruitful and highly profitable international client relationships. Key strengths include: demonstrable history of delivering significant revenues via international sales; proven ability to consistently outperform targets and expectations; knowledge across a variety of sectors and products; sales leadership, training and team management; and extensive experience of working productively with clients from a multitude of backgrounds and cultures. Actively seeking a position within a growing organisation that will support career development and progression based on meritocracy; I have a keen interest in the automotive industry.

**Key Skills**

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| * New Business Sales
* Account Management
* Business Development
* Sales Management & Team Leadership
* Global Sales
 | * Telephone & Face to Face Sales
* Microsoft Office
* Profit and Loss (P&L)
* Public Speaking
* Talent Training & Management
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**Career History / Work Experience**

**March 2020 to Date: International Sales Success: Business Owner/Sales Consultant**

* Founded business offering engaging, results driven sales training for sales-based companies.
* Collated national and international sales experience into an engaging training module.
* Delivered live 2-day training on proven methodology to persuade and complete sales while understanding customer psychology.
* Conducted cold calls to sales heavy businesses in the area to gather insight and complete sales.

**Key Achievements:**

* Secured business with local businesses within a short time period, delivering informed training to the likes of 360 Software Solutions, Ignite Fitness, Group1 Nissan and Kelston Motorgroup.
* Trained an array of sales professionals with varying levels of skill and experience, with a peak increase in closing rates from 4% to 16%.

**May 2020 to Date: Bee Real Honey: Investor/Manager**

* Identified a profitable opportunity and took up active investment in wholesale honey manufacturer.
* Supply to clients such as Spar, Pick n Play and Checkers.
* Complete daily outbound calls to customers to gather feedback and insight into the larger distribution centres in order to effectively exploit opportunities with a further reach.

**August 2017 to February 2020: Park West Gallery: Sales Executive & Principle Auctioneer**

* Hired by international art dealer on cruise lines overseas following successful training completion.
* Recruited, managed and trained a team of 5 sales staff with overall responsibility for team delivery.
* Responsible for general marketing, business development, organizing and running the gallery as well as establishing streamlined auctions with high-level customer service and quality residual leads.

**Key Achievements:**

* Led team to consistently generate between $150k and $200k per month.
* Worked initially as a sales associate before being quickly promoted to gallery director and finally to principal auctioneer all within 9 months.
* Produced significant sales opportunities leading to a team monthly best of $284k and a personal single-invoice best of $116k.

**January 2011 to July 2017: Indigo Investment Holdings (Neutron Paints): Sales Executive**

* Hired by Indigo as a Sales Executive instigating and completing sales of decorative, industrial and marine paint coatings to architects, construction contractors and the general public.
* Drew up paint specifications and educated clients on the most effective way to protect their building with minimal ongoing maintenance.
* Create, develop and manage relationships with an array of clients to consistently hit targets.

 **Key Achievements:**

* Identified and completed sales with over 200+ new customers, including MTN, VW, Samsung and more.
* Generated revenues of 400k dollars to 600k dollars per month.
* Achieved a personal best of 723k dollars in a single month.

**Education / Training**

* Advanced sales training: Park West Gallery (Miami)
* Intensive sales training: Park West Gallery (Michigan & Miami)

**Personal Details**

* Languages: English
* Driving License: Code B