



Personal statement

With my job history being largely based around communication and customers care, I have developed great people skills and am more than comfortable in the presence of strangers. I enjoy meeting new people and will converse on all levels, thus allowing me to complete tasks both externally and in-house. My enthusiasm for work is demonstrated by my present completion time and part-time employment, alongside further work when available, at weekends.

Statistics

Skills

- Exhibitions and Trade Shows Public and B2B
- Excellent Approach, Invite ,Engage, Inform, Persuade, Retain, Introduce, Data Capture Skills
- Quickly learn any product and client brief and deliver .
- Product Sampling/Selling
- Demonstrator/Sales
- Corporate and Exhibition Hospitality
- Direct Product Sales
- Product /Service Launches and promotions
- Venue/Store Launches and Promotions
- Field Campaigns, Data Capture
- Experiential campaigns and promotions
- FMCG, Products and Services
- Targeted Sales Lead Generating/Appointment Making
- Brand awareness and leafleting campaigns and promotions
- P R and Publicity Campaigns

My valuable experience has been gained in demanding work environments where I have developed the following qualities:

- The ability to persuade and negotiate
- Network and socialise with potential clients
- The capacity to work on my own initiative
- Organise and work to a self determined schedule
- Maintain smart appearance and polite manner
- Generate enthusiasm about target products
- Show ambition and self-confidence Networking
- Photographic work
- Presenting
- Team leading and event organising
- Mystery shopping

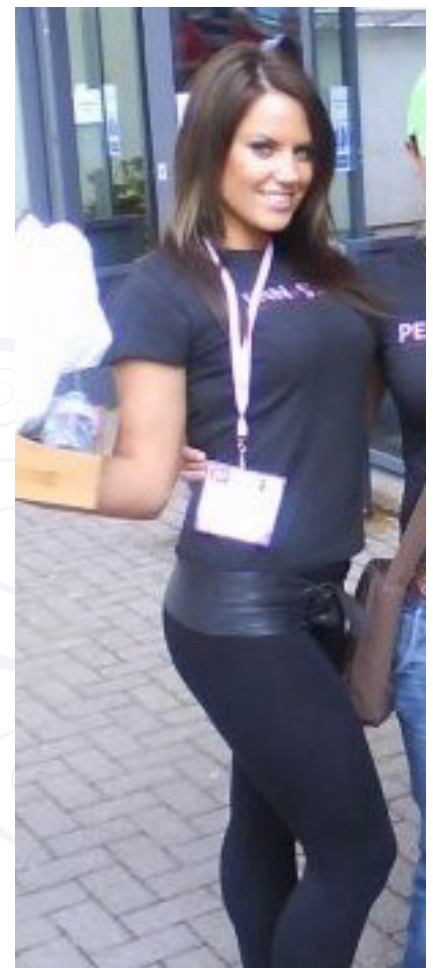
Work Experience

Promotional model

2003 – On going. Various Model and Promotion Agencies

- Show and exhibition work
- Hostessing and front of house
- Sampling and demonstrating
- Sales and data collection

Continued page 2



Contact us today if you would like Lucy to represent your business

Work Experience (continued)

Some of the main Events I have worked over the years -

Bike shows, Motor shows, British Super Bike events, Super league Grid work, Max Power, Donnington Races , Santa pod race days, Auto sport, Dirt bike show, Excel, Spring and Autumn Fair, Printing show, Security show, Pro-retail show, Food Shows, Interbuild show, Cheltenham races promotion, Motor Show promotion, Hotel openings, Blues football lucky seat girl, Football Promotions, The cricket, Nivea, Vaseline, Lynx sampling, Hewitt Packard demonstrator And office block sale days, Legs 11, Spearmint rhino, Boho, Bambu, Blue Room promoter, Club guest list and door picker at various clubs. **Continued page 2**

Media Telesales Consultant

2006 – 2007 Newquest Midlands (regional Press Publication)

- Responsible for Dudley classified, Stourbridge, Halesowen and Dudley Entertainment/ Leisure adverts
- Cold calling and new customer exposure
- Competent selling to a range of markets, into several media forms
- Regular consultation with customers
- Strong relationship building with impressive client portfolio
- Working towards weekly and monthly deadlines
- Handling a constant workload, meeting sales and telephone quotas and targets
- Carry out calculations both manually and through in-house systems
- Selling into features and specialist subject areas
- Attending several courses, enhancing sales performance and technique

Sales Negotiator

2004 Bagley's Estate Agents

- Cold calling
- Negotiation with buyers and sellers
- Organising relevant boards for sale and rental properties
- Input in property valuation
- Collating details and particulars including photography and text
- Infantry on condition of rental properties
- Accompanied viewings
- Measurement and calculation of property statistics
- Managing company mailing lists
- Database input for potential customers and requirements

Sales Executive

2005 Tractus Services UK (Website Design and Construction)

- Arranging and attending meetings
- Cold calling
- Networking at various customer forums and events (i.e. Breakfast meetings)
- Research and contact with potential customers
- Regular consultation with client in product development
- Presentation of company portfolio
- Collection of moneys owed by customers

Waitress

2003 – 2007. Frankie and Benny's

- Part-time hours worked alongside other full-time employment
- Greeting customers and maintaining a friendly environment
- The Management of an individual section within the restaurant
- Serving customers food and drink, with high standards of customer satisfaction
- Contributing to close down jobs and building closure at the end of shift

Education

2002 B-Tec national diploma in Advanced Media Studies- Merit

2000 GNVQ Leisure and Tourism- Merit

1999 GCSE examinations- 11 Passes

