

RACHEL M

Personal Statement

A well presented, confident and professional individual with the ability to work independently to succeed in a variety of demanding and multi tasking environments. Committed and results driven, I have excellent communication skills and a high level of customer commitment. I aim to work hard and meet targets whilst maintaining enthusiasm to make a significant contribution to an ambitious, hands on, fast paced work environment.

Statistics

Height: 5'7" Dress Size: 8
Waist 25" Hair: Blonde
Hips 34" Eyes :Brown
Shoe 5 Inside Leg : 32"
Date of birth: 22/09/1989

Skills

- Exhibitions and Trade Shows Public and B2B,
- Excellent Approach, Invite ,Engage, Inform, Persuade, Retain,
- Quickly learn any product and client brief and deliver .
- Introduce, Data Capture Skills
- 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

Ballroom dance, model, sales, retail, merchandising, team leading, pos placement, mystery shopper and corporate hospitality.

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

Work Experience

Field Sales Executive /Sales Representative: March 2012- September 2014

Company- Reach

Contracts supplied by:

Nestle (June 2013- September 2014)
Npower (November 2012- June 2013)
Britvic (September 2012- October 2012)
Walls (March 2012- August 2012)

Duties:

- Business to business sales and propositions.
- Representing each company at trade exhibitions, events and demonstrations.
- Identifying new markets and business opportunities.
- Creating an effective walk book to contact businesses effectively.
- Maintaining and developing relationships with existing customers.
- Visiting potential customers for new business.
- Merchandising displays.
- Negotiating variations of products, stock levels and sale objectives.
- Advising on forthcoming product developments and discussing special promotions.
- Liaising with suppliers to check on the progress of existing orders.
- Checking quantities of goods on display and in stock.
- Recording sales and order information and sending copies to the sales office.
- Reviewing sales performance, aiming to meet and exceed targets.
- Responsible for developing own portfolio of customers
- Writing accurate and informative sales reports
- Identifying customers needs
- Dealing with a diverse range of clients

Event Manager (Self employed agency based)- September 2009- March 2012

Companies- BTL Expert, Topshop, Nike, Ray Rose Dancewear, Virgin Holidays, Virgin Media, Xbox 360, Nintendo Wi (Just to name a few)

Duties:

- Responsible for revenue generation and also encouraging repeat business.
- Working closely with exhibition organizers, stand designers and contractors.
- Developing, implementing and managing events.
- Managing trade fairs, conferences, away days, product launches.
- Liaising with clients at a high level making sure that insurance obligations are adhered to.
- Managing relationships with sponsors.
- Preparing delegate packs and promotional material.
- In charge of accommodation, schedules, travel, day plans and registration procedures.

Education:

BA Hons Degree- Performing arts
Wolverhampton University 2008-2011

A-Levels: Great Barr Sixth Form College 2006-2008

Travel and Tourism
Drama
Dance

GCSE Grades: Great Barr Comprehensive

English: C
Maths: C
ICT: C
Science: C
Technology: C
Dance: A
Drama: A

Hobbies and Interests:

Hobbies and Interests:

Socializing
Fashion
Dance
Keeping Fit



