Philip Mathews
Dayjob Ltd
120 Vyse Street
Birmingham B18 6NF
T: 0121 638 0026
M: number here
E: philip.m@dayjob.com

PERSONAL SUMMARY

A committed marketing professional with extensive experience of the IT sales market and corporate arena. Possessing a proven track record of selling technology software products and related services in a defined territory. Having the required background in software sales along with the personable abilities and technical know how required to maximize a companies revenue growth and increase it's market share. Currently looking for a suitable IT sales role with a exciting and forward thinking employer.

CAREER HISTORY

Software House
IT SALES EXECUTIVE - May 2008 - Present
Responsible for looking after a geographical sales area and generating increased revenue streams by tailoring company strategies, products and solutions to meet the needs of the customer.

Duties:

- Identifying and making contact with new prospective clients.
- Arranging meetings with prospective clients.
- Promoting the image of the company as a leader in technology services.
- Meeting clients at their offices, identifying their requirements and then proposing solutions.
- Highlighting the benefits of the companies software products and services.
- Answering any technical IT questions that clients may have.
- Developing sustainable relationships with decision makers.
- Coming up with new strategies to increase sales.
- Arranging for software demonstrations for customers.
- Following the sales process from start through to close.
- Negotiating commercial and license agreements with clients.
- Developing sales within both existing and new business accounts.
- Once a sale has been made then advising clients on IT implementation and training.
- Arranging for after / post sale support to clients.
- Writing proposals for prospective clients.
- Chasing up leads with follow up phone calls.
- Cold calling for new business.
- Giving sales presentations to customers.
- Taking steps to grow the base of referral sources.
- Helping to write and design sales and marketing literature.
- Applying for tenders.
- Attending networking events.
- Raising brand awareness through client engagement.
- Planning, developing, and implementing field sales action plans.

- Gathering marketplace information on the pricing, new products, delivery schedules and merchandising techniques of competitors.
- Identifying problem areas to resolve.
- Managing sales expenses.

PROFESSIONAL EXPERIENCE

IT sales competencies

- Experience of selling communications, IT hardware, voice applications, broadband connections, microchips, network applications, services, data, software and cloud based technologies.
- Extensive knowledge of the companies products an also of the wider IT marketplace.
- Keeping up to date with the developments of new technologies.
- Awareness of emerging markets, technologies and trends.
- Experience in a leadership role.
- Experience of selling major brands like Oracle, Microsoft, HP etc.

Personal

- Persistent but ethical approach towards winning new clients.
- Having a optimistic outlook towards sales.
- Able to deal with rejection.
- Good at building a rapport with people.
- Having a naturally competitive nature.
- Ability to work on own initiative or as part of a team.
- Friendly personable manner.
- Passionate about the quality of work.
- Excellent independent judgment.
- Strong client facing skills.

KEY COMPETENCIES AND SKILLS

Up selling
Negotiating skills
Lead management
Conflict management
Client relationships
Business development
Project management

ACADEMIC QUALIFICATIONS

Evesham North University 2005 - 2008
BA (Hons) Business Sales

Coventry North School 2003 - 2005
A levels: Maths (C) English (C) Physics (B)

REFERENCES - Available on request.