



**May 2014**    **Jan 2015**

**SLURRYKAT, Export Sales Director**

- To develop new business in ‘International’ market, by introducing manufactured products via dealer network (Global)
- Develop existing Partner/Dealer Network
- Attend trade exhibitions in support of local distributor, to offer guidance and advice of new technologies
- To offer training on products to not only Dealer Network but ‘end users’, thus boosting confidence on operational matters of products
- Set budgets and objectives per region (differing markets)

**July 2012**    **April 2014**

**NC ENGINEERING, Export Sales Manager**

- Responsible for developing new Dealer Network in New Zealand, Australia, Canada and Eastern Europe
- Offer technical advice to Dealer Network and their customers on product usage
- Attend Trade Exhibitions
- Liaise with Engineering on new products, what is the trend in the various markets which we sell to, how can we improve
- Keep close eye on competitor activity

**Aug 2009**    **June 2012**

**Terex Corporation (TWS) – Dealer Manager/Technical Sales**

- Manage business activities of Terex Washing System (TWS) Dealers in a defined regions – Eastern Europe, CIS Countries, Asia, New Zealand
- To facilitate technical training to Dealer associates, from internal Sales to end users, such as customers of authorised Dealer
- Identify specific needs/requirements within the varying regions of responsibility, to offer a solution for specifications that have to be adhered
- Work closely with design engineers as to keep one foot in front of competitors, to be aware of competitors movements and overcome any strategic fronts that may arise in conflict with TWS
- Importance in working as a team is vital, however, being able to think and make informed decisions on ones feet is critical, as extensive travel is required, often in differing time zones that prohibit contact with rest of team
- Experienced in negotiations in an International market. Optimise profit whilst keeping an eye on set budgets

**Oct 2006**    **June 2009**

**McCLOSKEY INTERNATIONAL, Regional Manager Eastern Europe/Russia**

To oversee all aspects of McCloskey Machine sales throughout Eastern Europe and Russia. To liaise with sales teams across the regions incorporating training, best practice to achieve targets, how to react to competitor strategy and building long term relationships.

- Sales – To identify possible dealer/distributors within a market that may have mutual business interests. Target these potential clients, influencing them to take the initial steps of commitment as to fulfil the McCloskey sales strategy.

- Training – Understanding the local market, the needs of not only the dealer/distributor but their end users, what is trying to be achieved? Demonstrating to all parties how to navigate their way around machines, at the same time building a trust, thus proactively sealing good relations.
- Budgets – As to set realistic budgets one needs to understand the local market place throughout the differing regions. Taking a look at competitor activity, local government influences, dealership sales strategies, and other variables...
- Travel – Extensive travel required as to fulfil sales strategy and its objectives. Region covering 14 countries, so strong 'time management' from all divisions within company is imperative...
- Factory Visits – To facilitate meetings between design engineers and end users of machines, as to satisfy any outstanding issues before final decisions to purchase machines. Factory visits are critical as it allows clients to see manufacturing, speak to engineers, meet the team behind the end product, and also gives the current/potential client the perception of being closer or part of the McCloskey team.

### Key Achievements

- Through lengthy negotiations, I was able to bring to the table an account that is a major player within 7 Eastern Europe countries. These will open doors to a large market share, commitment to contract will see sales in excess of £8-£10M/year...
- Signed contract of first authorised dealer in Russia, purchase of first machine as to be present at MTT show in Moscow.

### May 2003      Sep 2006      **TARMAC LTD, Multi-Product Sales Representative**

- Aggregates Division – Selling aggregates through negotiating potential systems with clients such as government bodies, building contractors and specifiers.
- Responsibility of 2 Quarries – Depending on current applications/requirements, having correct stock levels is key to maximising profitability. Constant reviews required of manufacturing costs compared to selling price.

### Key Achievements

- By building strong relationships with client's, profit on selling price increased by approx 10%.
- Playing a pivotal role in the development of new business which brought an additional £100k, thus exceeding budget by 3%.

### June 1999      April 2003      **READYMIX NI LTD, Sales Representative**

- Responsible for product sales within a defined region.
- Setting budgets for 3 Concrete Plants, 2 Concrete Block Yards, and a Quarry
- Liase with senior management as to forecast productivity lines.

### Key Achievements

- Newtownards Concrete Plant – Budgets continuously being exceeded, during 2003 budgets exceeded by 100%
- Carrowdore Block Yard – Highest block sales throughout Readymix NI Ltd, profit up on budget by 5% with increase of sales up 10%
- Successful in winning the business of a large contractor who had been a customer of a main competitor

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## EDUCATION AND QUALIFICATIONS

<b>Graduate Management:</b>	Successful Placement
<b>HND:</b>	Business (Distinction)
<b>GNVQ:</b>	Level 2 & 3
<b>8 GCSEs:</b>	Including English and Mathematics

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## **KEY IT SKILLS**

- Word, Excel, PowerPoint, Internet and Email

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## **PERSONAL DETAILS**

**Driving Licence:** Full

**Health:** Excellent; non-smoker

**Interests include:** Golf and have interest in motorcycle motorsport

**REFERENCES ARE AVAILABLE ON REQUEST**