**C U R R I C U L U M V I T A E**

**Name** John Smith

**Address**

……. Road

……. Street

 ……. Area

 City

 Post code

**Land Line** 0121 693 ………

**Mobile**  07956 …………..

**Email** ……….@gmail

**Transport** Car

**Overview**

Time served Technical Sales Engineer who has developed new business and looked after existing manufacturing clients

**Achievements**

* Achieved £1.4 Million worth of New Business
* Developed the customer base by moving in to welding consumables from Welding machines.
* In 3 years increased the turnover from 300K to 700K

**Qualifications & Courses**

* 4 years apprentice in Fabrication Technology
* Internal courses on power point presentation to customers
* Internal IT Courses: Word , Excel and Power Point intermediate level
* 1,2,3 City and Guilds Welding Technology

**Work History**

**Company** Motorway Structures Ltd

**Dates**  Start date to finish date

**Employed as:** Technical Sales Engineer

World leader in retaining wall structures on Motorways

**Duties**

* Qualifying sales leads and arranged appointment to get potential business
* Visited clients and did technical presentations
* Prepared technical sale quotations from information gain from client visits
* Worked with clients to secure new business from the technical quotes
* Co ordinate sales with manufacturing plant production
* Offered a complete after care service which guaranteed repeat business

**Company** Steel Stockholders Ltd

**Dates**  Start date to finish date

**Employed as:** Technical Sales Engineer

Specialist steel stock holder and welding plant hire company serving the automotive and pressing Industry

**Duties**

* Cold calling prospective customers promoting a service lead offer
* Responsible for creating and developing new & existing accounts
* Products and services included: Steel joining materials, welding machinery and servicing of units