OLIVER

Oliver.338749@2freemail.com Curriculum Vitae

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**Personal Profile**

I’m a highly motivated and driven representative, who enjoys building, trustful, working relationships with customers through my personality, consistency and integrity. To maximize the chance of achieving success, I plan thoroughly when preparing for key meetings, and seem to have a definite edge on team members in this area. However, I can also think on feet. I’m a team player who takes responsibility for maintaining a positive and supportive attitude within the group. I work inexorably towards targets.

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**Education & Qualifications**

**2003-2007 2001 – 2003 2012**

**The Nottingham Trent University** **Westwood High School (A Levels)** **UK-TEFL Certification**

Sports Science & Management English Literature

BSc (Hons) English Language

 PE

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**Employment History**

**2017 (February 2016-Present) *Abbott Nutrition UK, Medical Representative, Sussex***

**(Second period of employment with this company)**

Promoting an Extensively Hydrolised Infant Formula, and a range of Paediatric Oral Nutritional Supplements.

\*Interacting with mainly Paediatricians and Dietitians. Also, GPs, CCG members, Pharmacists and Health Visitors.

\*Covering a large territory.

\*Increased usage of key product from 1,054 to 1,753 units (60%) in first 10 months (circa 88 new patients). No growth achieved by previous rep since 2014.

\*Increased usage of second key product from 19,962 to 22,632 units.

\*Increased usage in all target accounts.

**January 2012 – April 2015 *English Teacher, China, Saudi Arabia, Vietnam, Iraqi Kurdistan***

Teaching in some very diverse countries posing an abundance of challenges has had a fantastic effect on my ability to communicate successfully and create engaging situations, as well as improving my problem solving and relationship management skills.

**2010 (June-January 2012) *Abbott Nutrition UK, Medical Representative, Sussex***

Medical nutritional products and occasional equipment training to medical professionals within East and West Sussex; a competitor stronghold.

**Achievements:**

\*Paediatrics- Increased sales by12%,

\*High Energy- Increased sales by10-12% in target bricks,

\*Dispensing Doctors Accounts- Increased sales by 240%

\*Infant Formula- Added to major children’s hospital formulary (under competitor contract)

\*Award winner at national conference

\*Best practice example at national conference

\*Awarded headcount contract after 9 months

\*Devised targeting strategies on large territory \*Analysed sales data

 \*Drove contract bid on territory \*Provided help to team members on other territories

\*Maintained brand presence in key accounts \*Developed excellent relationships with key players

\*Operated within budget \*Discussions on journal publications

\*Provided technical training \*Team member in large scale training programs

\*Organised and conducted weekly meetings for large groups

**2011 (December- June 2012) *Public Service International, Business-to-Business Sales, Department of Energy and Climate Change Section, Newcastle-Under-Lyme***

Job used as a pathway to medical sales, gaining business-to-business selling experience.

Pitched editorial space to blue-chip private sector companies who I’d identified as ideal candidates for bidding for current public sector projects. Operated in a very high intensity environment where the sales force had one strategy; to bypass gatekeepers to reach the CEO of the targeted company, then use open and closed questioning and the delivery of vital information followed by hard closing strategies to commit them to making a payment of six thousand pounds within around 45 minutes. Hard sales.

**2007-2009 *Vodafone, Retention and Outbound Sales, Newcastle-Under-Lyme***

Continually and easily exceeded targets in an inbound and outbound telesales role.

\*Objection handling \*Rapport building

\*Managing performance targets \*Working towards sales targets

\*Up-selling \*Conducting complete sales to reduce returns

\*Matching products to customers’ needs \*Using usage data to present value of new deal

**Additional Information**

**2013- 2014 *Co-founder and Manager of Volunteer English Program, Arbat Refugee Camp, Sulaymanyiah, Iraqi Kurdistan***

Alongside my wife, founded and managed an English program for Syrian child refugees at a large refugee camp. Managed a small team of teachers and liaised with camp managers. Raised money for all materials.

**September 2012- March 2013 *Football Coach, Royal Family of Saudi Arabia, Riyadh, Saudi Arabia***

**September 2012- March 2013 *Personal Trainer, Self Employed, Riyadh, Saudi Arabia***

**Interests:** Fitness, Reading, Music, Cooking, Travel.

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