|  |  |  |
| --- | --- | --- |
| sg Profile A result focused Customer & Client, Sales Development Expert and Account Development Professional, who brings a strong focus on analysis, ownership and value added sales delivery. With 11 plus years of commercial knowledge (over 8 years with Apple Inc), I have an exceptional track record of driving forward revenues and optimising service. Skills Commercial management.  Training & Competencies.  Retail Operations.  Technical Consultant.  Sales & Training.  CRM Management.  Apple Specialist.  Interests  Sport/Formula 1/ Go-Kart racing/ Performance cars/ Reading & Current affairs/Technology. | |  | | --- | | Scott[scott.345145@2freemail.com](mailto:scott.345145@2freemail.com) |  Experience Sales & Training Specialist, Apple Inc, FZ CO Dubai, United Arab Emirates June 2015 – Present   * Relocated to the United Arab Emirates to assist with the launching of Apple’s first Retail Store in Dubai and in the Middle East. * Successfully completed numerous training exercises with newer members of staff to bring them to the required standard of excellence to ready them for their new careers with Apple.   Freelance Technological Consultant, Dubai, United Arab Emirates Sept 2015 – Present   * Approached by the CEO of a multi-million dollar investment company to work with him at his Penthouse in Dubai. * Setting up and maintaining all technological devices - iPhones, iPads, iMacs, Scanners, Home Theatre Systems, Routers, Networks.   Business Sales & Operations Specialist, Apple Retail UK, Cambridge March 2008 - June 2015.   * Working with the senior sales and technical teams at a top regional site (to $50M+). * Successfully worked to drive forward sales and customer service satisfaction levels, consistently delivering double digit revenue growth.   Team Leader, Tesco Stores Plc September 2006 - March 2008. Education The Shaw Academy – 2015 Foundation Diploma: Online Digital Marketing.  Impington Village College Sixth Form Centre 2004 - 2006 AS Levels: Economics, Media Studies, Drama.  Impington Village College. 1999-2004 GCSE’s: Business Studies, English Language, English Literature, Mathematics, Science Double Award, French, German, Geography, Social Studies.  Dear Sir/Madam,  Please find my attached CV as the first step in exploring the opportunity of employment with your organisation.  I am a result focused Customer & Client Sales Development Expert with a wealth of knowledge and experience in the Technology sector, I have managed large corporate accounts and have the ability to identify and grow new business, With more than 10 years of commercial knowledge and over 8 years with Apple Inc, I have developed an exceptional track record of driving forward revenues and optimizing service and have delivered significant business development programs at Apple UK and other Blue Chip clients who include The University of Cambridge, Anglia Ruskin University, British Petroleum (BP) & Ford Motor Company.  In 2015, I relocated to the United Arab Emirates to assist with the launching of Apple’s first Retail Store in Dubai and the Middle East and have gained extensive knowledge of managing and executing large scale projects.  I am currently seeking a challenging Management role within an organization wanting to gain new market share and extend their profitability. With a passion for developing effective people and high quality service programs to achieve top-level outcomes, I can offer genuine value to your organization.  If you would like to discuss any of the information detailed on my CV more comprehensively, please do not hesitate to contact me.  Yours Sincerely.  Scott |