

Jane Doe
International Senior Sales Executive

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A highly motivated and confident Professional with a proven track record in consistently meeting sales and revenue targets. Sector expertise span FMCG, Advertising and Services. Excellent people management, communication and negotiation skills with the ability to build and sustain business relationships across all levels, developing a real understanding of the clients' needs. Self motivated, tenacious and resourceful, working on own initiative or as a strong and effective team member. Computer literate, multi-lingual and a creative problem solver.

Seeking a career appointment offering increased responsibility and reward in a fast moving customer focused environment as a Key Account / Client Services Manager.

Career Highlights & Achievements

Studya Magazine, Paris based

2004 - date

International Senior Sales Executive with the following key responsibilities:-

- * Plan and develop a composite sales strategy to achieve targets;
- * Sell a range of sponsorship packages and advertising space;
- * Deliver targeted sales into the financial institutions, government bodies and international blue chip corporates;
- * Pitch for new business and negotiate price, rates and contracts;
- * Attend and participate in high profile public sector financial events;
- * Identify new business development opportunities;
- * Create, devise and develop new products for existing client base;
- * Liaise with Central Banks, Governments and investment Houses;
- * Service the existing client base within the CEE and CIS areas;
- * Make presentations and develop strong relationships with key clients;
- * Successfully increased revenue by 110% year on year;
- * Built effective working relationships with the local representatives.

Studya Group Plc (Energy Division), Paris based

2002 - 2004

Conference Manager with the following key responsibilities:-

- * Canvassed and prospected for new business in the Oil & Gas Sector;
- * Organised and managed government-led events in emerging markets including Russia, Kazakhstan, Georgia and Uzbekistan;
- * Worked in partnership with UNCTAD on oil and gas trade and finance conferences;
- * Worked with the organisational team on the 18th World Petroleum Congress, South Africa (2005)
- * Liaised with global governmental bodies ;
- * Planned and managed key accounts - major international oil and gas companies;
- * Identified new business development in China, Iran, Pakistan and parts of Africa;
- * Consistently reached sales targets, objectives and goals;
- * Organised marketing campaigns for the division;
- * Used extensively People Management skills.

Study Markets Limited, FX Sales, Emerging Markets, Paris based
1999 - 2002

- International Sales Manager** with the following key responsibilities:-
- * Provided day to day support to the trading floor operations;
 - * Used language skills extensively in developing company business;
 - * Conducted an on-going programme of visit to clients in Eastern Europe and Spain;
 - * Undertook marketing initiatives with new brokers;
 - * Participated in financial services fairs and exhibitions in Russia, The Baltic States and Cyprus;
 - * Implemented processes and procedures for new financial products;
 - * Developed database on potential Argentinean clients;
 - * Devised and delivered internal training programme for support team.

Study Limited, Designers and manufacturers of professional dance costumes, Paris based
1996 - 1999

- Key Account Manager** with the following key responsibilities:-
- * Managed all key client accounts in Eastern Europe, USA and Spain;
 - * Initialised new markets in Canada and Israel;
 - * Prepared, translated and negotiated contracts with key overseas clients;
 - * Attended major international fashion exhibitions;
 - * Prepared advertising material;
 - * Successfully increased sales revenue by 200% during appointment.

Personal Information

Courses	Range of professional and in-house courses, seminars, workshops
Qualifications	CIM Postgraduate Diploma in Marketing (pre Masters in Marketing) CIM Postgraduate Advanced Certificate: Effective Management for Sales Kiev University: Degree in English and Spanish Language & Literature SFA: Certificate of Futures and Options Representative
Languages	Fluent Russian, Spanish and Ukrainian
Nationality	French
Interests	Reading, Spanish & Latin American Culture, Dancing, Music, Travel
References	Available on request