

# Andrew Turnbull

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## Personal Information

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- Australian Resident
- Born in Australia
- Looking for Full-Time Work
- Have Own Transport (Car)
- Languages: English, French, Italian

## Career Objective

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To lend my skill as a professional sales person to a dynamic and growing business with potential for me to grow internally and move into a Management Role at some stage in the future.....

## Professional Summary

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I have a very strong sales background spanning 15yrs, from fast paced call centre environments to Recruitment Consulting Roles and direct phone sales based on commission only. I have a very strong aptitude with people and thrive on fast paced environments and over achieving targets.....

## Industry Experience

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- Sales & Marketing > Business Development (2 years, 3 months)
- Sales & Marketing > Brand/Product Management (4 years)
- Call Centre/Cust. Service > Management (7 years, 2 months)
- Banking & Fin. Services > Stockbroking (Entry Level)
- Banking & Fin. Services > Corp. Finance/Inv. Banking (Entry Level)

## Skill Summary

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Sales, Management, People, Problem Solving

Application	Proficiency
Microsoft Office Suite	Intermediate
MYOB	Beginner
Internet	Advanced
Powerpoint	Intermediate
Act by Sage CRM	Intermediate
Fast Track Recruitment System	Intermediate
SAP	Intermediate
HTML	Intermediate

## Employment History

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### Sep 2002 - Current Direct Sales Limited, Team Leader

I have been involved with much of the growth of our business since it started in 2002. I have managed to hand pick and select a fantastic team that have been instrumental in the growth of our reputation. We have achieved national exposure with our brand and the campaigns we run on behalf of our client base have increased by 600% based on the results of my team. I am a reasonable manager and treat people for who they are individually.

### Feb 2000 - Sep 2002 Sales Co. Pty Ltd, Telemarketer / Direct Sales

I was responsible for hitting set targets by my Manager and reporting all outcomes. My role was to manage and priorities my work flow to line up with our clients set deadlines for product distribution and marketing campaigns. I usually finished all set work ahead of time and was consistently in bonus territory.....Commission only role. I was the highest earner in the business.

## Education / Qualifications

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### 2003 Sales Qualifications

Turn Objections into Sales, Sydney

### 2002 Bachelor of Business

Queensland University of Technology, Brisbane

### 2000 Level 4 Workplace Trainer

Train the Trainer, Sydney

### 1993 HSC

Mt Carmel Private High School, Varroville - Sydney

## Licences

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- Full Drivers Licence (11 years)
- Marine Boat Licence (2 years)
- Personal Water Craft (2 years)
- Forklift Licence (5 years)
- Helicopter Pilot Licence (3 years)

## Additional Information

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### Professional Memberships

RCSA, ANZIIF

### Personal Interests

Surfing, Fishing, Boating, Sailing, 4x4, Motorsport, Camping, Reading, Financial Markets, Environment, Sustainable Energy

**Other**

I am a family focused individual

**Referees**

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**Test Profile , Current Manager**

Phone: 07 2222 2222 Email: myboss@testnt3.com.au

Please dont contact without my approval

**Profile Test, Previous Director**

Phone: 02 3333 3333 Email: mydirector@testnt3.com.au

Please call within Business Hours