**CV Three**

Your Name
Steet, Town, County, Post Code
Tel: 00000-000000 (eve) Mobile: 00000-000000 email: you@provider.co.uk

**Profile**
·    A highly competent digital and litho sales person
·    Over six years of experience selling complex print to major accounts
·    Excellent performance against sales targets
·     A proven problem solver and team-player

**Key Achievements**
·      Successfully sold over £2,000,000 of print last year
·      Introduced 18 new customers worth a total of £500,000 last year
·      Achieved over quota by an average of 32%
·      Helped save a major account for colleague worth £300,000 per annum
·      Won achievement awards for the past three years running for sales performance

**Experience**
2004-Present     Print Sales Executive
Company A

Generate new business in mid-market and major accounts aimed at all vertical markets
·     Exceeded all sales targets on an annual basis

·     Won 56 major accounts and 78 mid-market accounts from competitors

·     Negotiated and won three year contract to supply over £1,200,000 of print to one new client.

·     Built solid relationships with customers resulting in repeat business from over 78% of them

**Education**
Training          SPIN Selling Course
                        Sell to Win Course
                        Carnegie Sales Training
**PC Skills**  Microsoft Windows 95/98/NT/2000/XP
                        Microsoft Office

1994                HND Marketing (PASS)                                   UK University
1992                Psychology A-Level (B)                                    That School

**REFERENCES**
Available on request