

Name

Address:
Date of Birth:

Telephone: (Home & Mobile)
Email:

Career Aims:

I am a recent college graduate with two years retail sales experience & over one years merchandising experience. I am seeking a challenging FMCG sales position that will enhance my career & which offers the possibilities of progression.

Education & qualifications:

Third Level - Limerick Institute of Technology (2002-2006)

Achievement	Result
Bachelor of Honours Degree in Business - Marketing & Management	2.2
Ordinary Degree in Business Studies- Marketing (2004-2005)	2.1
National Certificate in Business Studies (2002-2004)	2.2

Year 4

Business Policy, Strategic Marketing Management, International Marketing, Commercial Law, Logistics & Operations Management, Consumer Behaviour.

Leaving Certificate 2002: St. Fintans C.B.S., Doon, Co. Limerick, Ireland.
Achieved 375 points

Work Experience & Responsibilities:

Feb 2008 – Present: Relief Sales & Merchandiser ***Company name & address***

- Responsible for increasing the sales & visibility of our drinks products, selling in promotions and selling in the stock to off premise outlets.
- Maintaining & relaying planograms when necessary
- Ensuring stock is rotated & customer satisfaction
- Dealing with managers in large multiples such as Dunnes Stores, Tesco and Supervalu.
- Maintenance and improvement of the quality and quantity of displays, ensuring good positioning within store & POS is displayed.
- Installing display equipment within outlets.
- Reporting to Area Manager, including; weekly and monthly KPI's while reaching and exceeding the KPI's.
- Acting Sales rep for 12 weeks while the reps were on holidays.
- Dealing with wholesalers to ensure that they have sufficient stock levels.
- Training in new staff members.

Jan 2006- Jan 2008: Retail Sales ***Company name & address***

- Dealing with any customer queries by telephone or face to face
- Ensuring stock is displayed correctly & POS is place
- Checking deliveries & visual merchandising
- Training new staff when required

Skills:

Computer Experience: SAP, Siebel, Internet, e-mails, Dreamweaver, MS Word, Excel, Database.

Team working: Developed through group projects in college and leisure activities (Group projects, GAA, Special Olympics)

Problem solving: Strong decision making skills and innovated thinker.

Achievements and Interests:

- I am a Member of the Marketing Institute of Ireland.
- Helped in the opening ceremony of the Special Olympics.
- Full Irish driving licence (obtained 2005)
- Captain of my local GAA team, responsible for motivating players.
- Nominated for student of the year in secondary school.
- Other interest include soccer, films, books, computers and politics

Referees:

NAME	TITLE	ADDRESS	PHONE	E - MAIL