

DAVID UNDERHILL

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Personal Profile

I am a self motivated and hard working field sales professional, selling a variety of technical products to a wide range of customers across the UK, Scandinavia and the Far East. I have consistently developed my customer base, surpassed sales targets and won sales competitions. I have proved quick to learn about new product ranges, and I enjoy passing on my passion for quality and personal service to my customers.

Key Skills • Quick learning • numerate • international Sales • independently motivated • B2B sales • customer relationship building • portfolio management

Education

Cardiff University

BscEcon Accounting and Economics (2.2) 2006-2009

St Nicholas R.C. Sixth Form and High School

A levels: • Maths (A) • Physics (B) • Philosophy and Ethics (B) • English Language (AS- B), 11 GCSE's A*-C

Work Experience

Holmbury Ltd (Tonbridge, Kent) Sep 2012 – Present. **Area Manager West UK, Scandinavia, South East Asia, Japan and South Korea.**

As Area Manager I am responsible for developing and growing a customer portfolio; increasing sales to existing customers through regular review meetings and identifying and developing leads through prospecting, cold calling and face-to-face sales calls. Selling a technical engineering product (hydraulic quick release couplings) I have developed a detailed product knowledge of over fifty product lines and have been responsible for both coaching distributors in how to sell Holmbury parts and also identifying technical solutions with end users.

Since starting at Holmbury I have consistently met and surpassed strict monthly revenue and profit targets. I have also won sales competitions, earning prizes such as a trip to America.

In September 2013 as recognition of my outstanding sales performance I was given responsibility for sales to the Scandinavia region in addition to the West UK. Through bi-monthly visits I have doubled the region's customer base and more than doubled sales, surpassing every sales target for the area.

In January 2015 following a year of successful sales into Scandinavia I also took over sales to South East Asia, Japan and South Korea. This is a new area for Holmbury so I have identified, contacted and visited new end users and distributors, surpassing sales targets for the area and building a platform for future growth.

Tradpak Ltd (Leeds) Sep 2010 – Sep 2012. National Sales Executive

As the sole National Sales Executive for Tradpak Ltd I was responsible for purchasing in empty and used industrial chemical packaging for cleaning on site and for all sales of reconditioned packaging from the site.

My role at Tradpak involved managing and growing existing customer relationships with customers and suppliers such as P&G, GSK and BASF. I also brought in new customers to Tradpak such as Unilever and Ashland UK

I was targeted on specific criteria such as sales activity (4 meetings per day), sales pyramid growth, customer uptrading, website SEO, revenue and profit. I met and surpassed every sales target with revenue and profit both up by more than 10% year on year. At Tradpak I increased my basic salary by more than 45% in two years.

GE Dowty Propellers (Cheltenham) Sept 2009 - Sep 2010. Project Manager

I started at Dowty through a work experience scheme and was taken on as a full time employee at the end of the scheme. My main role was to manage the logistics of a major propeller upgrade programme and I also branched out to other projects, including sales forecasting for the aftermarket business and adopting a new web based server to store documents.

Other student/school vacation roles: Subtone Nightclub (Cheltenham) Summer 2007-2009 Construction Labourer, Painter and Bar Staff. Dominos Pizza (Northwich, Cheshire) 2004-2006. Kitchen Staff and Delivery Driver

Other Interests

Kayaking: I have been a dedicated white water kayaker for over ten years.

Football: I love football and have been playing and watching since childhood.

Running: I recently ran my first marathon along the coast of the Gower and I take part in two day mountain orienteering events.

References: supplied on request.

For more information please view my website at www.davidunderhill.com