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Gyvenimo aprašymas (CV)

Norėdami matyti vardą ir pavardę, turite
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Kokio darbo ieškau? Mano teigiamos savybės

small/medium discounter chains, Cash&Carry, Wholesalers, private shop owners and exporters throughout Italy; managing in excess of 55 customers.

Selling branded products in the categories of food and non-food – Reckitt Benckiser, Johnsons&Johnson, Gillette, Unilever, Coke, Mars, Ferrero, Nestle, etc. Toiletries, pharmaceuticals, drinks, alcohol, cosmetics, confectionery, snacks, biscuits, crisps, households.

Ambassador at food fares, trade shows and keeping customer up to date with frequent visits in Italy to their premises.

Personally responsible for all sales cycle from prospecting and qualifying new customer to visiting them in Italy; presenting/proposing product that I identified productive for both party; pricing adequately and according to customer's tier and geographical area; managing product quantity and type while preserving stock and relationship and restrictions imposed by suppliers; arranging export and delivery. Keeping payable and receivable up to date and also taking care of returns, damage and credit control.

Sales Manager GR8 Windows LTD, London January 2011 – June 2014

Joined the company as Sales Executive; rapidly conquered the market reaching and raising company selling records and productive outreach to new customers. Established business relationship and long term contracts with two of the largest UK distributors; strategically trained to my products a substantial number of architects that guaranteed me exposure, increase in customer base and marketing; successfully trained and worked in estimating: working with 3D software designing for all my projects. Product sold: Aluminium systems for Façade, Curtain Walling, Windows, Bi-folding/Sliding/French doors using Schueco, Ponzio, Aluprof, ALUK systems; Timber and uPVC Windows and Doors (single, French, bi-folding, sliding); AluClad Windows and Doors (single, French, Bi-folding); Soffit, Fascia, Gutters

Promoted to Sales Manager thanks to my sterling and impeccable performance and commitment to achieve the best for both myself and the company.

Introduced several hands on practices to the team and achieved great response and results: each team member felt highly involved in the project we tendered for and more engaged, consequently increasing productivity and results.

Successfully presented and further upsold largest projects to existing and prospected customers meeting with developers, contractors, quantity surveyors, fabricators and project managers.

Inspired a successful sales/estimating team of 7 with interesting field test, training, shadowing and peer evaluation.

Ran an on target purchasing and importing team Proofing and Generating plans and Estimations for existing and potential customers/projects.

Became a sharp and astute surveyor thanks to my continued exposure to different sites, projects and customers.

Successfully trained and kept up to date sales staff members at the trade counters of all the distributors we served.

Meticulously analysed competition and their products and, with cooperation of our technicians we further developed our products.

Measured and produced sales report by area, product and their trends with forecasts and market expectations.

Field Accounts Manager Sysco Foods of Central Pennsylvania USA May 2007 - Dec 2010

Marketed over 65000 stocked items to existing and potential customers using not only my English but also my Italian and Spanish. Food and not, Fresh (meat, fish, vegetables, fruit), Chilled (dairy, imported cheeses, cured meats), Frozen, Chemicals, Equipment (sm, lg)

Successfully developed additional customer and increased by typology and sectors setting new trends in my geographical area. Types of establishments that I targeted were: restaurants, deli, hospitals and schools cafeteria, farms (with food transformation lab), specialty stores, ethnic food shops.

Maintaining, generating and updating customers database in Berks County

Average sales week \$60K : Awarded for most accounts generated for 14 consecutive months;

Awarded for Sales Trends and Sales Target

Throughout my career with Sysco I maintained steady presence in informative seminars about our products; gaining a high knowledge of our stock that allowed me to generate more business by expanding and differentiating my list of customers. My previous background in the food industry made it easy to connect and develop an outstanding level of business furthermore helped by my multi-language's ability and my passion for food.

-CSCS Card trained

-Clean Drivers License D + CQC with no penalty

-Advanced DBS clearance up to date

-April 2002-May 2006 Kutztown University, Kutztown, PA. USA

Bachelor's degree- Business Administration

-2002 Reading Area Community College, Reading, PA. USA

Diploma - Business Management

Speak, read and write English, Italian and Spanish fluently

Complete knowledge and use of Windows-based PC, basic knowledge of Mac; high proficiency in the MS Office suite, typing 50wpm.

Expanded use and knowledge of different CRM systems, RA, and other proprietary designing software for Façade and curtain walling systems, windows and doors

Pageidaujamas darbas Agentai

Pageidaujama darbo vieta Lietuva

Kontaktai ir pagrindinė informacija apie mane

Gimimo data 1977-07-10 (48 m.)

Lytis Vyras

Gyvenamoji vieta Lentvaris

Telefono numeris *Norėdami matyti kontaktus, turite*
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El. pašto adresas *Norėdami matyti kontaktus, turite*
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Darbo patirtis

Darbo laikotarpis **nuo 2019.04 iki dabar**

Įmonės pavadinimas Myself

Pareigos owner

Plačiau apie darbo pobūdį, patirtį I the past months I have invested in two locations purchasing kebab shops in Vilnius. I have been working closely with suppliers and staff to guarantee that Business achieves a great start and continues on. Now that I have settled the start-up, I am ready to get back to my work.

Papildoma informacija

Vairuotojo pažymėjimas A, B, D