**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