

JOE BLOGGS

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I'm a Production / Electrical Engineer with 19 years' experience working for NZ-based and global companies in the electrical industry. My primary focus has been on the implementation of ZZZ systems, sales of capital equipment, and electricity account management. I have excellent interpersonal and communication skills, in addition to a variety of strong technical skills outlined in my resume. After 6 years with ABC Ltd, I am now looking for my next challenge in a company where I can take on more responsibilities and help the company grow and improve.

SKILLS

- Electrical engineering
- Team management and training
- ZZZ and MMM Systems implementation
- CDE Hardware
- Strong interpersonal and communication skills
- Electrical load analysis
- Residential and commercial customer service and business development
- QRS Software
- Sales and budgeting
- Establishment of customer base

EXPERIENCE

NOV 2014 - PRESENT

ELECTRICITY ACCOUNT EXECUTIVE, ABC LTD., WELLINGTON

ABC is New Zealand's most diversified energy company with interests in oil, condensate, natural gas, landfill gas, LGP, steam, coal and electricity. I was responsible for the provision of sales support across 3 business entities: ABC, DEF Energy and GHI Energy.

Responsibilities:

- Account management of ABC's Major Customers
- Identify new business opportunities within the industrial and commercial sectors
- Management of specific marketing campaigns and arranging client functions using corporate box/members seats
- Contract re- negotiation
- Interface between customers and Lines Company regarding supply issues, pricing and upgrades
- Analysis of electrical load and provision of technical feedback on possible cost savings
- Sole responsibility for reviewing pricing and developing new contract documentation for 80 major industrial and commercial customers
- Tariff analysis and development for residential and light commercial customers
- Undertake review of metering systems and services to ensure compliant with current regulations as well as with a view to cost reductions

ABC LTD (CONT.)

Achievements:

Successfully retained ABC and DEF Energy's market share within an extremely competitive environment and was instrumental in developing GHI Energy.

JUL 2008 – NOV 2014

MACHINE TOOLS SALES MANAGER, XYZ LTD, AUCKLAND

XYZ Ltd is the largest engineering supply company in New Zealand with twenty branches nationwide and a turnover of \$80 million

Responsibilities:

- Sales and marketing of customised capital equipment within the engineering sector
- Achievement of sales and gross profit budgets for the above products for five XYZ branches
- Assessment of customer requirements and presentation of business proposals on appropriate products, options, technologies and service to meet their needs
- Provide product and sales training to XYZ branch personnel
- Proactively build, manage and maintain relationships with key accounts customers.
- Provide a high level of customer service in a professional manner
- Establishment of GP, sales and expense budgets
- Overall profitability of the branch
- Continual monitoring of customer and competitor activities to ensure the branch/company was able to take advantage of changes in the market
- Recruitment, training, motivation and control of all branch staff
- Annual staff review and appraisals Setting of branch stock levels
- Assisting local representatives to conclude contract negotiations as required
- Market research in initial development and launch of new energy retailer
- Management of specific marketing campaigns Management of ground level sales force Development of Retail Agents, Energy Broker
- Provide key account management and technical support for customer services where required

Achievements:

- For the 2009 calendar year I trebled the previous year's sales and obtained market share within the product group I was responsible for. This was achieved by effective market coverage, superior sales skills and the highest level of customer service.
- Dramatically improved morale through leadership by example, effective communication and encouraging all staff to become involved in decision making thereby creating a team environment.
- Put systems in place to accurately measure a salesperson's performance and to provide for accountability.

DEC 2003 – JUL 2008

MACHINE TOOLS SALES SPECIALIST, QRS LTD., PALMERSTON NORTH

QRS is a global engineering supply company, with four branches in New Zealand. I was responsible for the sales and tools specifications for the Palmerston North Branch and worked closely with the Regional Sales Manager based in Wellington.

Responsibilities:

- Sales of customised machine tools within Palmerston North and Manawatu
- Assessment of customer requirements and presentation of business proposals on appropriate products, options, technologies and service to meet their needs
- Provide product and sales training to junior staff members
- Proactively build, manage and maintain relationships with key accounts customers.
- Provide a high level of customer service in a professional manner
- Establishment of GP, sales and expense budgets
- Weekly meetings with the Lower North Island Sales Manager to establish targets, budgets, business proposals, and improvements
- Assisted in establishment of training sales manual
- Updating tools/product information and specifications

Achievements:

- Exceeded KPIs for Palmerston North Branch
- Streamlined processes for Palmerston North and New Plymouth branches

FEB 2002 – DEC 2003

TECHNICIAN / ASSISTANT LECTURER, WELLINGTON POLYTECHNIC

Following my graduation at Wellington Polytechnic, I was invited to work as a Technician / Assistant Lecturer. These were essentially two part-time roles with the Polytech that combined to make a full-time position. This started as a 10-month fixed-term contract that was renewed the following year.

Responsibilities:

- Preparing lecture materials and readings, marking student work, technician in the engineering department.

EDUCATION

FEB 1999 – DEC 2001

NZ DIPLOMA IN ENGINEERING - PRODUCTION, WELLINGTON POLYTECHNIC

A+ average, and industry exposure through a 6-week placement with ZZZ Ltd in Wellington.

TRAINING

MAR 2009

MANAGEMENT DEVELOPMENT PROGRAM, AUCKLAND

Management programme through XYZ Ltd.

REFEREES

Richard Rickard
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