

James Frisby

Sales Management

W: <http://www.worky.com/james-frisby>

I am currently finalising an honours business degree at IT Carlow having achieved 1st class honours grades to date. I have worked most recently in the Financial Services Industry and passed the QFA exams within one year. I started in direct sales and set up my own brokerage in 1999 but hit a wall with the recent downturn.

Previous to this I was MD of Plant Technology Ltd- a bioscience company, employing 50 people. This company hit technological difficulties.

Prior to that I worked in the AP Moller/Maersk Line in the UK/Ireland/Japan/East Africa and I believe I was the youngest ever MD within the organisation, achieved sales person of the year in my first year, recruited over 100 personnel in India, and led various sales trips to USA and the Far East.

James Frisby's Professional Experience

1998 - 2008 **PMA Financials - md**

Owned mortgage and insurance brokerage and passed all QFA exams in one year, achieved sales which were rewarded with bonus trips abroad with insurance companies.

James Frisby's Education and Qualifications

2012 **Bachelor/Degree - International Business**

IT Carlow

General Business degree mainly focused on marketing and finance.

2012 **Bachelor/Degree - Honours**

IT Carlow Wexford Campus

Business degree covering management, law, management accounting, finance, fund accounting, marketing, IT and project management, entrepreneurship, strategy, international business. First class honours results achieved in each of the first 3 years including doing both electives in year 3. Always in top group of class. Voted in as Class representative 2 years. Provided grinds to successfully get students through exams. Led IT project team for Lalibella web page creation. Secured €25k County Enterprise funding for the company I was doing work experience/summer work with.

Mar 2011 - Dec 2011 **Peak Performance Ltd - Intern**

Proposed and developed a business plan plus telephone sales system. Applied for funding from the County Enterprise Board and secured an initial funding of €25k.

Company Website

James Frisby's Additional Information

Languages

French - Working knowledge

Memberships

Rotary

Toastmasters
