

Michael Dunne

Experienced Sales Guy - Jersey City, United States

W: <http://www.worky.com/michael-dunne>

I'm an enthusiastic, results-driven Experienced Sales Guy with experience in Field Sales and Account Management

Professional Experience

2005 - 2008 **Sales & Business Development Executive**

Responsibility for the growth and development of business levels with key accounts in Europe, i.e. Dell, Cisco. Working with a sales team to achieve forecasted revenue figures of over \$12.5 million. My main responsibilities included:

Customer visits to create, secure and develop strong working relationships and exploit new business opportunities while increasing knowledge of the market

Expansion of the existing client base and identification of potential clients through the use of accurate market research, database management, code calling and attendance at trade shows and business forums. e.g. CeBIT

Product Management and Marketing – Co-ordinate with Engineering to establish new product release dates, Product knowledge and new applications. Co-ordination with Marketing to set up Product launch and to organise the marketing campaign for the OEM market.

Key Skills Accounts, Database, development, engineering, Field Sales, key accounts, lead generation, Management, market research, Marketing, product management, research

2002 - 2005 **Sales Executive**

I worked for the European Office of an Electronics Manufacturer. I reported to the Group Sales Director, my duties included:

- Identifying new business opportunities in Ireland & UK markets
- Working with Field Sales team to meet and beat quarterly sales targets
- Developing key account sales for the company and ensuring that set targets and customer service objectives are achieved.
- Working closely with Marketing to maximise brand exposure

Key Skills Customer Service, Account Management, Business Development, cold calling, Field Sales, Marketing, sales management

2002 - 2005 **Sales Representative**

I sold lifts and escalators for commercial properties and hotels

Key Skills Construction Sales , Field Sales, Lifts

Education and Qualifications

2001 **Diploma - Business Studies**
Dublin Institute of Technology

Additional Information

Links

Twitter sales - <http://bit.ly/kdsales>

Languages

Italian - Intermediate

German - Intermediate
