Glenda Losh

35 Greenfield Road, Gosforth, Newcastle upon Tyne NE3 5TP

0191 217 1850 • 0797 121 7430 • glendalosh@me.com

Personal statement

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A self-motivated and hard working person with experience in all aspects of Sales and Administration. Able to use my own initiative and can work alone or as part of a team. Capable of managing and motivating other staff to achieve company objectives. An effective communicator at all levels with good problem solving skills. Computer literate. I currently work on the property section on NCJ Media and deal on a daily basis with New Homes Developers and Estate Agents, presenting tailor-made packages to suit their business needs. Over the past few years the market has changed considerably and I now present and sell on a daily basis multi media advertising solutions the online side of the business is a very exciting part of my role as it delivers results for clients. Sales person of the Year 2012 and 2015, Runner up in 2011, 2013 and 2014. Most of my working life has been spent at NCJ Media where I have experienced various roles, mostly around the customer service or sales side of the business.

Key Skills

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| * Organisational
* Deal negotiation and Revenue generation
* Working to deadlines
* Marketing promotion and social media Executive level event coordination
* Strong awareness of digital database and CRM
* Negotiating
* Tenacious
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Employment History

Senior Sales Executive, NCJMedia, Tyne & Wear

(October 2005 - Present)

Achievements and responsibilities:

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| NCJMedia is a multi-media organisation which is constantly changing to keep up with current trends. As a salesperson I am capable of accepting change and moving with any new idea. |

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| * Salesperson of the Year 2012 and 2015
* Runner Up Salesperson of the Year 2011, 2013, 2014
* Negotiating and Winning New Business
* Achieving Set Targets
* Meeting Deadlines
* Building Client Relationships
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PA to Sales Director, NCJMedia, Tyne & Wear

(January 1995 – October 2005)

Achievements and responsibilities:

My role was to offer support to the Sales Director, deal with the day to day figures and running of the advertising department.

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| * Arranging Meeting and Appointments
* Creating Presentations
* Being the ‘Eyes’ and ‘Ears’ for the Sales Director on the sales floor
* Collating all the advertising figures
* Issuing the figures to Sales Managers
* Liaising with Sales Managers for Bonus Claims etc.,
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Education

Kenton High School, Kenton

6 O Levels achieved including English and Maths

Hobbies & Interests

I am interested in travelling and exploring new parts of the world; leisure time consists of gardening, reading, scuba diving and tiding up after my Daughter. I am a family orientated person and love spending time with my family.

References

References are available upon request.