**Alex Shearman**

**Location:** Carlisle, England | **Phone:** 07708247688 | **Email:** alexshearman@outlook.com

**Professional Profile**

Dynamic and results-driven B2B / B2C sales professional with 2 years experience driving revenue growth within a growing sales team, building strong client relationships and delivering exceptional value in a competitive market.

Possess strong sales acumen, adept at identifying opportunities and leveraging industry insights to exceed targets and KPIs.

Played a pivotal role in developing and executing strategic sales plans, significantly contributing to the company’s rapid growth and market presence.

Proven track record of enhancing business performance against competitors through innovative solutions and a customer-centric approach.

Looking to advance within the sales space and contribute to a forward-thinking business where I can further develop my skills, expand market presence, and grow as a vital asset to the company.

Strong proficiency in Microsoft Excel, where I have utilized its features to efficiently analyze and manipulate data to create insightful reports. Coupled with a strong numerical ability, I excel at transforming raw data into valuable insights that drive informed and accurate decision-making.

Enjoy working as one collective team to drive success for everyone involved and ultimately work to achieve the company vision. Whether that be through independent or collaborative tasks with colleagues, I thrive in productive work environments where talented professionals apply their skills to bring about success.

Proven track record of swiftly acquiring new skills and knowledge, demonstrated through completing modules and ultimately achieving an Honours degree from the University of Edinburgh. This ability to absorb new knowledge and commitment to academic achievement underpins my readiness to embrace challenges and pursue continuous growth in my professional endeavours.

**Professional Experience**

**Quality Assistant, Pirelli Tyres** | Carlisle Oct 2023 - Present

* Led a waste reduction project, utilizing my Excel proficiency to analyse data and identify weaknesses in production processes. Through close data analysis of product waste, I was able to collate my findings and work with management to improve data collection accuracy, resulting in a 15% waste reduction and cost savings for the company.
* Routinely generate reports for management, presenting concise updates on factory stocks and highlighting any emerging trends that could have a potential negative impact on production.
* Managed weekly/monthly compound stock levels, maintaining and monitoring related spreadsheets, and providing regular feedback to HQ via email correspondence and Microsoft Teams meetings.
* Conduct in-depth analysis of weekly production plans to forecast factory rework levels, identifying potential areas for adjustment in recipe percentages within compound mixes. This proactive approach ensures optimal resource allocation and helps mitigate factory waste accumulation.

**Desk Sales Executive, Grain Connect Ltd** | Carlisle Nov 2021 - September 2023

* As one of the first sales employees to join the business, I helped develop processes within the sales team and was responsible for training new executives as the business grew.
* Conducted cost analysis for customers to break down pricing and utilised product knowledge to accommodate individual budgets and requirements.
* Strengthened stakeholder relationships by building rapport and conducting customer communications in a professional and approachable manner.
* Worked collaboratively with the Engineering, Accounts, Permitting, Scheduling and Customer Service departments at various steps of the customer buying journey, liaising effectively to ensure the best outcome for the customer and company.
* Worked towards sales targets to achieve individual goals (I.e. sales ‘mix’).
* Skilled in various software: Microsoft Office platforms, and ZOHO Customer Relationship Management (CRM) software.
* Displayed high literacy and numeracy skills when conducting customer calls, providing clear, concise pros for the service and calculating competitor price comparisons.
* Positively represented company values as part of the customer-facing team, achieving positive customer feedback and contributing towards the goals of higher management (I.e. achieving a 4.5-star rating on Trustpilot).
* Continuously reviewed internal processes, making recommendations to management regarding opportunities to improve customer retention, reduce churn and attract more customers to choose the service.

**Secondary Teacher (PE), Inverness** **High School** | Inverness Aug 2021 – Nov 2021

* Highly proficient in software: Microsoft Office, Google Suite and audio-visual aids.
* Planned and conducted lessons in line with the curriculum for excellence, the GTCS's core educational standards and promoted academic success based on the belief that all students can achieve excellence, regardless of background.
* Maintained year-round performance monitoring to effectively report on progress and growth.
* Conducted individual evaluations each term, tracking the academic and social growth of students, involving comprehensive record keeping, progress reports and effective communication with parents.
* Introduced tactics to boost engagement and performance, achieving an improvement in student results.

**Education**

**The University of Edinburgh** | Edinburgh Sep 2017 - June 2021

MA (Hons) Physical Education with 2:1 classification.

* As part of my studies, I excelled in Biomechanics, Physiology, Sports Psychology, Educational Studies and Sociocultural Studies.

**Lockerbie Academy** | Lockerbie Aug 2011 - Nov 2016

* Higher English - A Higher Physical Education - A Higher Design & Manufacturing - A

Higher Geography - A Higher Health & Food Technology - A

* National 5 Maths - A National 5 English - A National 5 - Biology - A National 5 Geography - A

National 5 Physical Education - A

**Core Competencies**

* **Numerical Proficiency** - Handled various spreadsheets, collating data on performance and presenting said data in palatable ways to allow for accurate and informed company decision-making.
* **Team Player** - I am a collaborative team player. While I am proactive in my own work, I recognize the importance of leveraging the expertise of knowledgeable colleagues to ensure the company’s targets and vision are always considered.
* **Work Ethic** - I bring a dynamic energy to the workplace, consistently demonstrating a strong work ethic and dedication to achieving goals.
* **Quality** - I look to produce the highest quality of work, driven by a deep sense of pride and fulfilment.
* **Working to deadlines -** I excel at working efficiently to meet deadlines, as evidenced by my ability to successfully manage academic responsibilities during university and currently ensuring close of week/month reports are completed on time to present to management.
* **Literacy Proficiency** - Demonstrated strong literacy skills throughout university where I learned to research areas of interest and demonstrate my understanding through clear and concise bodies of academic work.