

Bernadette Young

Red Valley Consulting Ltd

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Personal Profile

A confident individual, focused on achieving results. 17 year's business and sales experience in leading organisations with a committed, self-motivated and hardworking approach.

Career Investment

Management, Administration, Service Industry, Personnel, Engineering, Leadership, Communication, Accounting, Sales, Marketing, Finance, Organisations, Public Relations, Manufacturing, PC Literate, High-tech, Security, Quality, Training.

Sales Expertise:

17 years business development experience across a variety of industries; 6 years sales management experience in contact centre/telesales roles (inbound and outbound teams); 6 years field sales experience in customer facing field sales roles.

CAREER HISTORY

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|------------------|---|---|
| Jan 08 – Sep 09 | IRIS Software Ltd – IT Industry, Software and Service Sales
Business Consultant | Achieved growth in winning new business in competitive accounts selling Accountancy Software and Services in Scotland, North of England and Northern Ireland |
| Feb 05 – Sept 07 | Hewlett-Packard Ltd – IT Industry, Hardware and Service Sales
Volume Direct Account Manager, Field Sales | Achieved growth in winning new business in competitor accounts and account management of existing customers, retaining business. |
| Sept 99 – Feb 05 | Hewlett-Packard Ltd/Compaq – IT Industry, Hardware and Service Sales
Sales Manager | Successfully managed sales teams across all 4 products segments, Printer, Server, Desktop and Laptop and Services. Managed inbound and outbound sales teams across SMB and Corporate Account Base. Successfully coached, mentored and used standard HR practices to manage all aspects of sales teams' performance. |
| May 99 – Sept 99 | Compaq – IT Industry, Hardware Sales
Telesales Account Manager | Responsible for the development of new business within SMB accounts in the UK. Achieved individual new business targets |

Sept 97 – Dec 98

Thyssen Engineering (Stair lifts) Ltd – Capital Equipment Sales
Territory Account Manager, Field Sales

Responsible for the development of new business across NHS/Social Work Departments and Local Authorities in Scotland. Performed site surveys in conjunction with local building companies to ensure all building work was carried out prior to fitting stair lifts. Responsible for timely completion and return of tenders for new business. Responsible for increasing awareness of product and company across 32 local authorities in Scotland.

Apr 96 – Aug 97

Peter Thompson (Wheelchairs) Ltd – Disability Market, Product Sales
Field Sales Rep

Responsible for selling disabled products to consumers, private companies and local authorities, covering South West and Central Belt, Scotland. Responsible for new business and developing existing accounts in local authorities/hospitals and private and state run residential homes. Responsible for arranging exhibitions and demonstrations of equipment by attending local run events for the Disabled Community.

Apr 92 – Feb 96

Tetra Pak Ltd – Packaging Industry, Sales Co-ordination
Sales Co-ordinator, Scotland

Responsible for managing paper carton stock levels for Tetra Pak customers in Scotland (Scottish dairies e.g., Wiseman Dairies, Hamilton Dairies, Scottish Farmers). Manage logistics for timely delivery of all paper carton stock. Ensure all carton design templates were qualified and final carton designs agreed within specified time frames to allow customer orders to be placed. Carton's designed for Sainsbury/Tesco/Safeway etc. Responsible for setting up and developing marketing role to promote new product venture in Milton Keynes – secondment role 9 months.