

# Samuel Taylor

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## LINKS

[Linkedin](#)

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## PROFILE

Successful Sales professional with a background and specialism in both account management and business development within the recruitment sector. Looking to progress into a more traditional sales role with a preference towards account management / customer success within the software space.

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## EMPLOYMENT HISTORY

|                     |   |                            |
|---------------------|---|----------------------------|
| Jun 2023 — Jul 2024 | Sales Manager, Oscar Recruit  | Manchester, United Kingdom |
|                     | <ul style="list-style-type: none"><li>Managed team of 3 Sales Recruitment Specialists</li><li>Achieved 136% of £120k Annual Sales Target</li><li>Average deal size £12,500</li><li>Largest deal £22,500 net new business</li><li>50/50 split account manager &amp; new business</li><li>Highest performing month £57,000 from quota of £15,000 (Individual target)</li><li>Achieved presidents club.</li></ul>  |                            |
| Oct 2021 — May 2023 | Marketing Executive, Contract Cars  | Altrincham, Cheshire       |
|                     | <ul style="list-style-type: none"><li>Management of company social channels which has resulted in a 31.3% increase in new followers.</li><li>Using Adobe's Creative Cloud to create original &amp; engaging content which has increased lead generation by 25.6%</li><li>Creation and execution of paid social ads which attributed to an increase in reach by 235.6% and page visits by 389.3%</li><li>Analysing consumer and company data to design and deliver compelling digital marketing strategies to meet specific KPI's which has increased social engagement by over 120%</li></ul> |                            |
| Oct 2020 — Oct 2021 | Business English Teacher, iTutor Group  | Remote Based               |
|                     | <ul style="list-style-type: none"><li>Deliver Business English lessons to classes ranging from 1-30 students</li><li>Achieve performance score of 9.96/10 based on the feedback from over 1,000 lessons.</li><li>Plan &amp; perform demo classes to increase customer acquisition</li></ul>   |                            |
| Sep 2019 — Oct 2020 | Sales Executive, Vodafone   | Sale, Manchester           |
|                     | <ul style="list-style-type: none"><li>Act as a brand ambassador for Vodafone in a B2C role.</li><li>Meet and Exceed Sales targets on specific Vodafone products &amp; services</li><li>Trained and mentored new sales staff on customer service, product knowledge, and sales techniques</li></ul>  |                            |

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## EDUCATION

|   |   |            |
|---|---|------------|
| Sep 2017 — Oct 2018   | Postgraduate Certificate in Marketing, Nottingham Business School   | Nottingham |
| 1 year course focused on enhancing and challenging the graduate's knowledge of Branding and Advertising with Modules Including: |   |            |
| Sep 2014 — Jul 2017   | Bachelor of Arts in Marketing, Nottingham Trent University  | Nottingham |
| 3 Year Course Consisting of Modules such as:  |   |            |
|   | <ul style="list-style-type: none"><li>Digital Media Essentials</li><li>Integrated Marketing Communications</li><li>Accounting and Finance</li></ul> |            |

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## SKILLS

Account Management

Business Development

Sales Team Management

Training and Onboarding