

Samuel Taylor

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LINKS		Linkedin
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.		
EMPLOYMENT HISTORY		
Jun 2023 — Jul 2024	Sales Manager, Oscar Recruit	Manchester, United Kingdom
	<ul style="list-style-type: none">Managed team of 3 Sales Recruitment SpecialistsAchieved 136% of £120k Annual Sales TargetAverage deal size £12,500Largest deal £22,500 net new business50/50 split account manager & new businessHighest performing month £57,000 from quota of £15,000 (Individual target)Achieved presidents club.	
Oct 2021 — May 2023	Marketing Executive, Contract Cars	Altrincham, Cheshire
	<ul style="list-style-type: none">Management of company social channels which has resulted in a 31.3% increase in new followersUsing Adobe's Creative Cloud to create original & engaging content which has increased lead generation by 25.6%Creation and execution of paid social ads which attributed to an increase in reach by 235.6% and page visits by 389.3%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%	
Oct 2020 — Oct 2021	Business English Teacher, iTutor Group	Remote Based
	<ul style="list-style-type: none">Deliver Business English lessons to classes ranging from 1-30 studentsAchieve performance score of 9.96/10 based on the feedback from over 1,000 lessons.Plan & perform demo classes to increase customer acquisition	
Sep 2019 — Oct 2020	Sales Executive, Vodafone	Sale, Manchester
	<ul style="list-style-type: none">Act as a brand ambassador for Vodafone in a B2C role.Meet and Exceed Sales targets on specific Vodafone products & servicesTrained and mentored new sales staff on customer service, product knowledge, and sales techniques	
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;	
	<ul style="list-style-type: none">	
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">Digital Media EssentialsIntegrated Marketing CommunicationsAccounting and Finance	