

CANDIDATE PROFILE
Tel: +44(0)1625 446060
www.genesisassociates.co.uk

CANDIDATE NAME	Example Profile & CV	
ROLE APPLIED FOR	Account Manager / Client Relationship Manager	
CONSULTANT NAME	Karen Edwards	
SKILL MATCHES	<ul style="list-style-type: none"> • New Business and Account Development experienced • Strong operational background which has supported his new business sales in recent years • Commercially aware with proven over target sales experience • Ideally located for National coverage 	
LOCATION	Birmingham	
NATIONALITY	British	
GENESIS ASSOCIATES SUMMARY		
<p>Having worked in the document management industry for circa 10 years at the same organisation, this candidate has gained a wealth of experience within sales across new business and account management, operations and project management. Currently working in a National hybrid new business and account growth sales position covering the full range of Document Solutions services the company offers including:-</p> <ul style="list-style-type: none"> ▪ Mail Room Solutions ▪ Print Services ▪ Data Capture & Workflow ▪ Storage & Archiving ▪ Direct Mail ▪ BPO <p>In his current position he is selling into the private and public sector, a couple of major wins include West Midlands Police with a contract of 1 million boxes and scanning worth £100k. Atkins Global - a construction company with a deal value of £500k being one of the company's biggest sole wins. The candidate is currently targeted on £1million per annum, he's set to finish this year on £1.1million having already hit 100% of his target.</p> <p>He started his career off in the industry in the operational scene, the candidate was then promoted into an account management position to which he showed huge success, allowing him to progress into a business development manager position last year. Having had the commercial ops experience this has proved to be highly beneficial to him in sales and has allowed him to utilise his business acumen when hunting out new opportunities.</p> <p>Having been with the same company for almost 10 years now, he feels as though a change and a challenge is needed as well as experiencing a number of key people within the company leaving leading to a little uncertainty about the company's future. Although he hasn't got direct e-solutions experience he has touched upon this slightly within the data capture solutions he's sold and has a keen interest in this area of the market place moving forward as he progresses his career.</p>		
	PRESENT	DESIRED
BASIC SALARY	£36,000	£40,000
BENEFITS	Car Package £5,500 + OTE (£65,000)	Comparable Car Package + £70k+ OTE
INTERVIEW AVAILABILITY	72 hrs	
NOTICE PERIOD	1 month	