

Adam Robertson

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Personal Details

Driver's License: AM, B, Cars

Eligible to work in the UK: Yes

Highest Level of Education: Certificate of Higher Education

Industry: Architecture, Civil Engineering , Electrical Engineering, Industrial Engineering, Mechanical Engineering

Work Experience

Amazon delivery driver

CLS Logistics - Reading

July 2023 to Present

Working as a delivery driver has been my stepping stone into becoming a professional driver. It has taught me the importance of safety, prompt times and the ability to adapt a plan or to a problem.

Business Development Manager

SMEB Ltd - Basingstoke

March 2023 to July 2023

As a Business Development Manager I work extremely closely with the CEO to manage and drive the sales and marketing of the business and products. Coming from a B2B background I brought skills that worked well selling to consumer and businesses alike. I have built my managerial skills from the ground up through this role and have learnt a lot about how to manage teams but also work alongside other teams for the expansion of the business. I am learning more about Marketing as I go and continue to be ambitious to learn this role and grow into the Sales Director and CEO roles. I love being on the front lines talking to customers but also encouraging mine and other teams to strive for perfection. Growth takes time but learning from where it goes wrong to improve for the future is a must.

Account Manager

Exertis UK - Basingstoke

January 2022 to March 2023

As an Account manager at Exertis I use my personal skills developed from previous roles to trade, look after and make sales to business. As an account manager my main job is to look after the accounts and customers I have to the best of my ability, looking after their every need and having the product knowledge to be able to help as quick as possible. The other part of being an account manager is helping businesses expand, selling into them and helping them to take on bigger work loads by being quick and helpful when they are in need of something.

During this time I am working towards a Level 4 Sales Executive qualification. This role has not only enhanced my personal and social skills but has taught me sales techniques to be more confident in what

I'm bringing to the table. This role is great for me as it gets me closer to my goal of being a business director or CEO

Service Technician

Sytner Audi - Reading

September 2021 to December 2021

I worked at Audi as a service technician for 4 months, working along side other technicians and the sales team. Working here showed me how a dealership ran and that I would prefer to be on the sales side rather than the technician side. Sales has always been the career route I wanted to take however I couldn't get a job and decided to try the mechanical industry. While I was working with Audi I shadowed the sales team for 2 weeks and gained a good understanding of day to day sales techniques and what they are expected to do and achieve as a sales executive. I really loved this side of the business and have decided sales is my way forward.

Sales Advisor

Argos Super Store

November 2019 to May 2021

Working at argos has taught me a lot about selling products to customers. How to work hard at selling products but also keep customers satisfied and happy with the service provided, although Argo isn't my ideal job, it has prepared me for the sales world and has given me comparable skills for working in the industry I'm interested in.

Vehicle Technician

Martin's Motor Repairs - Reading

March 2018 to August 2018

I worked at MMR for 6 months and in that time I learnt not only how to repair bikes and cars alike but also to sell the second hand vehicles that were being sold, any parts that could be upgraded to better ones.

Sales Advisor

Spratleys

May 2018 to May 2018

to May 2018

Spratleys is a garage that specifically sells Vauxhall's, I worked there only for a fortnight. However in this time I gained a lot of experience in sales but also basic MOT servicing and problem solving on the the job. Not only was I shown sales techniques but also how to operate the admin side of the business, making me aware of the whole operation and how challenging yet rewarding the whole process is.

Education

Certificate of Higher Education in Sales Executive

On Site Apprentice - Basingstoke

January 2022 to March 2023

A-Level or equivalent in Engineering

Reading college

September 2019 to September 2021

GCSE or equivalent in Maths

Willink - Burghfield

March 2016 to September 2019

GCSE or equivalent in English language and literature

Willink - Burghfield

March 2016 to September 2019

GCSE or equivalent in Science trilogy

Willink - Burghfield

March 2016 to September 2019

GCSE or equivalent in History

Willink - Burghfield

March 2016 to September 2019

GCSE or equivalent in Business study's

Willink - Burghfield

March 2016 to September 2019

GCSE or equivalent in Design

Willink school - Reading

March 2016 to September 2018

Skills

- Microsoft Office
- AutoCAD Groups Cadets August 2016 to April 2021 Cadets was a huge part of my development and education. I was very interested in the military at a young age and the cadets was a great place for me to get an insight into the military and to also learn many skills I would need for later on in life. Cadets taught me punctuality, discipline, and self-productivity. On the other hand it taught me how important team work is and how important encouraging other people to achieve is for success. Cadets showed gave me a step into the world from a more educated perspective.
- AutoCAD (3 years)
- Account Management
- Sales
- Data Entry
- CRM Software
- Salesforce
- Cold Calling
- Communication skills
- B2B sales
- Financial management
- Driving
- Microsoft Powerpoint

Certifications and Licenses

Category CE Licence

September 2023 to Present

I am a qualified Class 1 C+E driver as of the beginning of September 2023.