

## Andrew Fleming

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An experienced sales professional and Manager who is equally accomplished and motivated by setting up business, project management and developing long term relationships with existing accounts. An open-minded individual with a flexible approach to work, which enables accommodation of change. Able to work well within a team or on own initiative. Willing to accept any responsibilities and assignments, regardless of the challenge. A self-reliant individual with the ability to master new ideas, different industries and concepts quickly. Enjoys learning new skills and methods of working. Takes pride in producing excellent work with an eye for detail. Organised and used to working under pressure in a busy environment.

### Career Summary

**2007 to date Buck and Hickman**

**South West Wales**

Area Sales Manager

- Selling Industrial tooling, Health and Safety and associated products
- Targeting Local Authority, Distributors, Private and Commercial end users
- Average Order Value £500
- Target of on average £100,000 per month with a 36% gross margin
- Many other targets including 4 new accounts per month
- Identify and implement new opportunities within existing accounts

**2003 to 2006 County Home and Garden**

**South Wales**

Proprietor

Responsible for managing all aspects of the business including Health & Safety, Staff and budgets.

- Owned a successful Landscaping and Plumbing company
- Responsible for staff and budgets including Health and Safety, training and welfare
- Used to working to tight deadlines
- Dealing with all levels of client from Managing Directors to members of the public
- Good at forming and maintaining professional relationships
- RFL – Sold Business as going concern

**2002 to 2003 Avonwood Developments Ltd**

**UK Wide**

Business Development Manager

- Selling Radio Frequency Identification tags and systems
- Targeting Local Authority, Prison service, Hospitals, PLC's, Emergency services, Retail, Leisure, OEM's and Commercial end users
- 30% Account Management 70% New business
- Average order value £1,500
- Target of £10,000 per quarter
- Achieved £12,000 per quarter
- Improved company sales and brought Key Accounts on board
- RFL – Redundancy

**2000 to 2002 Helmet Integrated Systems**

**Worldwide**

Area Sales Manager

- Selling Aircrew, safety and fire fighting communication systems within protective headwear
- Targeting Government Defence Departments, Individual Defence Forces, Emergency services, Commercial and Private End Users
- 80% Account Management 20% New Business
- Average Order Value £800
- Target of £15,000 per quarter
- Achieved £120,000 per quarter
- Responsible for securing an order with an International Defence Force worth £1,000,000 over 3 years
- RFL – Re-location

**1998 to 2000 Raydex/CDT**

**Internal Sales Role**

Technical Sales Representative

- Selling and supporting the external sales force with technical information
- Re-active role
- 50% Account Management 50% New Business
- Average Order Value £1,000
- Non-targeted role
- Responsible for designing and improving on composite cable
- RFL – Progression

**1987 to 1998 Royal Navy**

**Worldwide**

Leading Radio Operator

- Responsible for staff including training, appraisals and welfare
- Used to working in a very stressful and highly paced environment
- Used to working in an ever-changing work place
- Held responsibility for whole ship external communications including security and procedures

## **Education History**

- Open University - Certificate in Business Studies
- Open University - Certificate in Social Science
- Neath College - 1 As Level and 1 A2 Level
- Morrision School in Swansea - 7 O levels
- Suffolk College City and Guilds in Datacomms and Fibre Optics
- Royal Navy - Various Communication training including the Royal Naval school of Leadership and Management
- Various Sales courses undertaken through employment
- FAW Leaders Award

## **Interests**

- School Governor including Chair of Staff and Pupil welfare committee and Health and Safety Governor
- Welfare Officer for Local amateur football club
- Senior Ladies football coach
- Website Design
- Keeping Fit