

DALE KIRKWOOD

Experienced Sales Manager



DATE OF BIRTH: 13/06/1990

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SKILLS

ACCOUNT MANAGEMENT



TIMBER & BUILDING PRODUCTS



MANAGEMENT



ENGLISH TEACHING & WRITING



FLYING



AVIATION INDUSTRY & LAW



WORK EXPERIENCE



OWNER & CO-OWNER KIRK-WOOD & ARMADA WORKSHOP

Designing and producing high-quality furniture and kitchens for retail and commercial customers.

Also specialising in cost-effective volume production of furniture & kitchens for furniture showrooms and developers.

BRATISLAVA, SLOVAKIA 2016-Present

ACTING SALES DIRECTOR - ASM INTERNAL DOOR COMPANY

Working for one of the largest door manufacturers and importers in the UK. Covering a large area including the East Midlands, London and Essex managing accounts of varying sizes. My main duties include -

- Building customer relationships and gaining customer commitment
- Finding new business in select areas
- Increase sales from NMBS customers
- Deal with Technical Queries
- Manage a team of 7 senior salesmen

PYMOOR, CAMB'S 2015-2016

COMPANY DIRECTOR KIRKWOOD TIMBER & KIRKWOOD JOINERY

I started Kirkwood Timber in 2013 to supply timber and building products to trades people in the local area. I then started Kirkwood Joinery in 2014 to service the same people with bespoke joinery products such as windows and doors. At the peak I employed 7 members of staff, 1 external sales person, 1 internal sales person/admin person, 2 wood machinists, 1 driver and 2 joiners. The company dealt mainly with hardwoods, construction timbers and timber machining operating a re-saw, planer, spindle moulder, panel saw & sable saw. Sadly the company had to close down due to customer bad debts despite growing at a consistent and sustainable rate.

MILDENHALL, SUFFOLK 2013-2015

SALESPERSON

RIDGEONS TIMBER & BUILDERS MERCHANTS

During my time at Ridgeons I worked at 2 branches, Newmarket & Peterborough. I looked after about 40 regular spending trade accounts as well as dealing with retail and non-account trade customers. I would take off material quantities from architects drawings and advise customers on simple builds such as decking or small timber outbuildings.

PETERBOROUGH, CAMBS 2011-2014

EDUCATION



INTRO TO BUSINESS STUDIES OPEN UNIVERSITY

2010

TEFL TEFL

MASTERS 2016

INTERESTS

WOODWORK

WEB DESIGN

ADOBE PHOTOSHOP

DOGS

FLYING

INVESTMENT

MOTORCYCLES

COMPUTERS

SHARES

BUSINESS

SCAN MY QR-CODE



FLYING HOURS



PPL
EASA

TYPE
Cessna 152

HOURS
7