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BRAXTON BENNETT

Project Sales Consultant

Highly dedicated and conscientious individual with consistent track record of successfully employing best business practices that improve efficiency, reduce operating costs whilst increasing productivity, all to tight time scales and within budget. Organized and able to aggressively drive sales growth and developing initiatives that stay ahead of the competition, analyzing customer experiences and competitor activities to devise marketing strategies, maintaining and growing lucrative professional contacts, establishing a strong presence in a sales territory, identify opportunities, create vision, develop focus, and provide tactical business solutions.

With my passion for delivering business growth and success, I offer potential employers a hard-working ethic with integrity and honesty as my core values. I am flexible and highly adaptable to new environments, with excellent communication skills, having managed both local and international accounts. Presently looking for a responsible position as a furniture sales specialist in an organization that offers the opportunity to use my experience towards professional growth as well as that of the company.

AREA OF EXPERTISE

- ❖ Extensive Senior Sales Experience
- ❖ Brand Development, Management and Implementation
- ❖ Human Resources Management
- ❖ Management and Supervisory Skills
- ❖ Excellent Sales & Customer Service Skills
- ❖ Strategic Planning, Design and Implementation
- ❖ Revenue Building and New Business Development
- ❖ Proven negotiation and liaison skills
- ❖ Successful marketing and promotional results
- ❖ Strong financial, analytical and business skills
- ❖ Design & Fit-Out of Retail Showrooms & Residential Properties
- ❖ Trade Show Design & Management
- ❖ Tender Preparation & Submission
- ❖ Project Management
- ❖ Territory Management

PERSONAL

Proven relationship building.
Strong Sense of Aesthetics and Attention to Detail.
Flexibility in working styles.
A passion for excellence.

EXPERIENCE

M.B

2016 - 2018

Business Development Manager

- Consult and attend International Furniture, Design and Giftware tradeshows in Milan, Shanghai, Paris, London, Guangzhou, Hong Kong, Miami and Mexico.
- Create strong business relations with international organisations and manufactures.
- Assist in negotiations of contractual agreements with design houses and manufactures for exclusivity and distribution agreements.

HARBOUR LIVING

2013 – 2016

Furniture Sales Manager

- Establishment of three retail showrooms, interior design and project management services, warehousing, import and wholesale of middle to high end furniture, sofa's and luxury home décor.
- Ensured results are delivered with growth in sales through staff development and marketing strategies.
- Implementation of an e-commerce site, cloud accounting, POS and inventory management system.
- Developed and executed all store operational systems and procedures for sales process, customer service, marketing material, merchandising, presentation, delivery, work health & safety, accounting and administration, preparation of reports, in-house templates, correspondence and diary management.

FLIGHT CENTRE

2012- 2013

Travel Agent

- Make professional, accurate, cost effective travel arrangements for clients
- Prepared detailed itineraries including reservations and bookings for all aspects of domestic and international travel for flights, accommodation, transportation, tours, expeditions, business facilities and foreign currency.
- Maintain superior ongoing communication and relationship management with the customer during the researching and presenting of travel itinerary and confirmation of booking with constant support during their travel.

SKILLS & COMPETENCIES

- ❖ Strong sales, negotiating, organizational, and management skills.
- ❖ Ability to work on and manage multiple projects simultaneously.
- ❖ Identifying specific needs of customer, then creating bespoke solutions for them.
- ❖ Ability to understand strategic business requirements.
- ❖ Fundamental understanding of contracts (able to articulate contractual obligations).

LANGUAGES

- ❖ English

CERTIFICATIONS

- ❖ **RSA 2017**
Responsible Service of Alcohol
VIC Certificate No: its1180971
- ❖ **Senior First Aid 2015**
St John Ambulance

REFERENCES

Available upon request

TASTE FURNITURE 2011 –2012

Sales Manager | Project Manager

- Establishment and Fit-out of three new large format showrooms for European Kitchens, Bathrooms, Furniture and home accessories.
- Management of Designers, Sales Team and Operations. Assessing training needs, mentoring and delivery of in-house training. Setting targets and appraisals, monitoring of workflow and delegation to increase team skill level and sales conversions.

SINGWAYS FURNITURE 2007 –2011

Showroom Manager | National Sales Manager

- Primary sales person and store manager for the three initial years with the company prior to my promotion as Project Manager/National Sales Manager
- Achieved individual highest gross sales within the company for 3 consecutive years.
- Consistently exceeding set sales targets above all expectations.
- Monitored and maintained stock levels and merchandise. Undertook inventory and merchandise stock takes and monitoring.
- Maintained all showroom financial priorities and objectives. Controlled showroom budgeting and reported information to relevant departments.
- Supervision of state managers, operations support team and store managers.

HUTCHINSON 3G TELECOMMUNICATIONS 2003 –2005

Sales Director

- Recruited and supervised teams of 30 sub-contractors for b2b and b2sme sale of telecommunication technology.
- Set key performance indicators and revenue/activity targets in line with budget.
- Established new digital technology and software for the use of time management and financial control.
- Devised, implemented and maintained contractual agreements.

AXA ASSISTANCE AUSTRALIA 2000 - 2002

Travel Assistance Coordinator | Claims Manager

- Provided accurate interpretations of policies and service levels surrounding contracts.
- Effectively managed a large amount of workflow throughout global crisis situations and provided live travel insurance assistance to claimants abroad in times of difficulty or injury.
- Established new digital technology and software for the use of time management and financial control.

FOX STUDIOS AUSTRALIA 1998 - 2000

Retail Store Manager

- Coordinated the operations of 8 retail stores across the Backlot theme park. Management of up to 120 staff.
- Monitored and maintained stock levels and merchandise. Undertook inventory and merchandise stock takes.
- Maintain superior visual presentation standards for all products. Maximise sales through strategic placement of stock; coordinate daily replenishment of stock orders and the correct labelling of products.

QUALIFICATIONS

AUSTRALIAN SPORTS INDUSTRY TRAINING COMPANY

Cert IV Business Administration 1997-1999

FRANKLYN SCHOLAR

Cert III, Tourism 2013