**Curriculum Vitae**

**Name:** Kellyanne Ames

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**About me**

* Highly motivated and enthusiastic sales person with over 8 years sales experience within the commercial furniture industry
* Proven success in selling complex workplace products, design solutions and concepts
* Strong direct sales experience
* Strong understanding of manufacturing processes
* Ability to account manage a range of clients- builders, architect and designers, end-user
* Successful history of creating new business sales
* Proven track record with building and maintaining relevant customer relationships
* Proven ability to manage complex and commercial processes
* Exceptional verbal and written communication and presentation skills
* Highly organised and self-motivated
* Able to apply a common-sense commercial approach to problem solving
* Exceptional attention to detail

**Work Experience**

**Project Consultant**

[**Workspace Commercial Furniture**](https://www.workspace.com.au/)

**January 2012- May 2016**

* Full time commercial sales and furniture installation project management
* Building a portfolio of regular clients
* Sound knowledge of locally manufactured and imported commercial furniture to meet client brief
* Establishing and building strong relationships with existing client database
* Create new business opportunities within the education, government, building and design sector
* Co-ordinating logistics for delivery and installation
* Providing clients with detailed quotations and estimates for order approval
* Monitoring manufacturing timelines to meet client expectations and deadlines
* Liaising with installation and client projects team on-site
* Main point of contact for client from sales to delivery and installation stage and providing on-going after sales requirements and service
* Providing detailed drawings and specifications to assist client approval and project sign off
* Meet monthly sales budgets and regularly update management with target progress

**Sales Consultant**

**Stem Seating**

**July 2009- Dec 2011**

* Full time sales consultant for local commercial furniture manufacturer
* Key performer in small sales team for existing and new business clients
* Reporting to VIC sales manager with weekly sales projections, client goals and industry news
* Showcase seating products, providing product information and product demonstrations
* Build and maintain relationship with key players and specifiers (architects and designers)
* Negotiating project contracts and delivery with a high level of customer service
* Advising the appropriate product to meet specification criteria in order to meet budget, OHS requirements, function and aesthetic
* Networking and self development in order to maximise knowledge and productivity
* Handling objections in order to meet monthly sales targets

**Sales Consultant – 3 month contract position**

[EEA Exhibitions and Events Australia](https://www.eea.net.au/event-portfolio/home-shows/)

(Formally Australian Exhibitions & Conferences)

**February 2009- April 2009**

* Sales and marketing for leading Melbourne exhibitions[*HIA Melbourne Home Show*](https://www.melbournehomeshow.com.au/) and [*Décor and Design*](https://www.decordesignshow.com.au/)
* Telemarketing and phone sales
* Meeting weekly sales targets for entrants to purchase exhibition space
* Cold calling

**Recruitment Consultant**

**Folio Personnel, London**

**March 2007- September 2008**

* Career placements within the commercial furniture, design and build and creative design industry
* Build and develop new business- Created the commercial furniture arm of an existing architectural focused business
* Building relationships with existing and new clients to achieve on-going recruitment requirements
* Establishing core recruitment contracts within key architectural and furniture companies
* Cold calling and canvassing to promote opportunities
* Meeting sales targets
* Attend industry networking events to generate and maintain client relationships
* Identify and evaluate client recruitment needs to develop a brief and find the most appropriate candidate
* Negotiating terms of contract, fee’s and salaries
* Collecting feedback from employers on the performace of introduced candidates to maintain company performance and integrity

**Showroom Consultant**

**Parbury, Adelaide SA**

**February 2005- February 2006**

* Point of contact for kitchen trade showroom sales and customer service
* Demonstrations of kitchen products, assistance with samples, finishes and design
* Prepare kitchen designs, colour schemes and product advice
* Sales support to the sales team by preparing quotations and marketing material
* Maintaining showroom marketing material and presentation is kept up to date
* Posting samples to clients and updating customer database
* Actively partake in telesales to increase sales potential
* Attend trade shows and industry events as an active team player

**Associate Furniture Designer & Maker**

**Jam Factory Craft & Design Centre**

**January 2002- December 2003**

* Self-employed freelance designer, creating bespoke furniture for private commssions, public art and exhibition pieces
* Secured a highly competitive position in the furniture studio by meeting all entry guidelines
* Contributing to stuido revenue by completing solo and group projects
* Develop a brief and manage full project completion from concept and design, to manufacture and delivery
* Cost analysis including bill of materials, overheads, insurance, time and labour
* Create own marketing brochures, business cards, photography, for portfolio and other promotional material
* Creating prototypes and product testing
* Design and make pieces to be included in Jam Factory and interstate exhibtions; Fringe Melbourne, Furnitex, Vivid
* Research and develop the viability of new design concepts in the current and predicted market
* Trained in Occupational Health & Safety