

LUKE BLACKWOOD

44 Belle Vue Close, Aldershot, Hampshire, GU12 4SB
07368127200 // lablackwood@outlook.com

EDUCATION

2012-2014 **NVQ / BTEC**
Brighton & Hove City College
BTEC Sports and Exercise Science.
Advanced Apprenticeship in Sporting Excellence.(NVQ 3)
Community Sports Leadership Award (Achieved)

2007-2012 **GCSE'S**
Connaught School, Aldershot
Mathematics / Science
Physical Education
English Language / Art

STATEMENT

I am currently in employment as a sales / service manager at Magnet Kitchens. I am searching for a new exciting opportunity where I can see myself excel and progress my career in sales management. I have completed 18+ months at Magnet Kitchens working in a fast-paced sales environment while achieving consistent sales / KPI targets.

I have been in the sales industry for 8+ years now and I am now looking towards a long-term career. I am a highly motivated individual that can work effectively as part of a team or as an individual. I have an agreeable and approachable personality and take it upon myself to be always highly presentable. I am well-travelled and can handle difficult situations effectively and tactfully. My experience ranges from several different sectors; Sales, customer service and construction management/surveying.

EXPERIENCE

Oct 2022 - Present **MAGNET KITCHENS**
Sales / Service Manager
Achieving the showrooms sales/KPI targets in year one and on track to exceed current annual target (£1.8m YTD vs £3.4mY/Target). Leading a team of 5 designers and reporting directly to the general manager. My responsibilities focus on the showrooms sales/customer service targets, customer service excellence, 1-1 / team sales development coaching, weekly sales meetings, driving initial lead generation and deal closing.

May 2020 - July 2022 **WREN KITCHENS**
Kitchen Designer
Able to keep up with the fast-paced sales/customer service environment within Wren Kitchens. Ensuring high quality account management of 40+ customers while consistently generating new business and achieving monthly sales targets. Annual Quote to Sales - 56%. Average YTD - £650,000. I achieved one of the lowest refund percentages consistently for 2 years running within a team of 16 on YTD sales.

Jan 2020 - May 2020 **IMPERIAL CARS**
Sales Executive
Completed 5 months with Imperial Cars. Selling new and used vehicles. Roles include negotiating with customers face to face and telephone. Generating new business with my own customer leads / prospecting. Developing knowledge of additional products to consistently achieve monthly sales targets.

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EXPERIENCE CONTINUED

Jan 2019 - Dec 2019

HAMPSHIRE CAR SALES

Sales Executive

First initial sales role. Completed 11 months of effectively selling used cars across two different locations. Vehicles ranging from £500 - £50,000. True sales experience learnt from selling used vehicles. Consistently hitting target KPI's on aftersales packages (Extended Warranties, Paint protection and G.A.P Insurance).

July 2018 - Jan 2019

TILE BOUTIQUE

Estimator

My role was to generate quantified quotations for tiles, materials and installation to private and commercial customers. I completed 5 months in this role and decided that I wanted to change my career path onto something more financially rewarding.

Nov 2014 - July 2018

WHITESCAPE VENTURES LIMITED

Junior Quantity Surveyor

Based in Petersfield and travelling nationwide. My role as junior quantity surveyor included individual project cash flow management, Sub-contractor / supplier project procurement, Client Negotiations, and assisting project management on projects ranging from £80,000.00 - £950,000.00. CSCS SITE VISITOR.