

William Mills

competent sales professional, driven to exceed all targets.

Stourbridge Dy85sq

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I'm an extremely ambitious individual.

Working in extremely high pressure sales environments has become my 3rd career as it were, having served in the Armed Forces and also having played golf Professionally.

I am looking for a new challenge within a fast paced sales environment, either at consultant or Business Development Manager level, where I can showcase my abilities.

Willing to relocate: Anywhere

Personal Details

Driver's License: Cars, Large vehicles

Work Experience

Property Investment Broker

City Opi-South West London

March 2022 to Present

Working on behalf of some of United Kingdom's most exclusive property investment consultancies.

A strong focus on securing investments within the 'Off- Plan' property investment sector, advising a diverse range of clients on which key locations to invest within in the UK markets.

My role is to guide these individuals from initial enquiry, to composing highly data driven proposals based upon their investment objectives, through to 'getting the keys'.

High emphasis on networking, new business generation, client retention and liaising between prospect and the vendor.

Senior Property Consultant

Luxury Holiday Business-Sale

May 2021 to March 2022

Managing a sales pipeline of current and potential investors within the Serviced Accommodation sector, specifically luxury holiday lodges.

Guiding potential investors from initial enquiry through to investment in a consultative manner, ultimately ascertaining their investment goals in the process.

Large emphasis on team work as we had a number of Open Events, where prospective clients could 'meet the team' as well as visit the site and walk around one of the various 'Show Lodges' I was heavily involved in the organising and running of these events.

Property Investment Consultant

Prosperity Wealth-Birmingham

September 2020 to January 2021

Working as a Senior Property Investment Consultant for one of Birmingham's most well established developers.

I was part of a small, in-house masters sales and marketing team who were responsible for the Off-Plan sale of all of Prosperity's developments.

The company had a strong overseas investor base, many of which I was able to build strong working relationships with as well as comfortably hitting my KPI's.

Advanced expectation of pipeline management was expected as well as entrepreneurial flair and the ability to formulate accurate financial forecasting in order to win business from what was a very demanding client base.

Property Consultant

Off Market Property Network-Shrewsbury, Shropshire

June 2017 to August 2020

Sourcing off-plan investment opportunities for a network of High Net Worth's property portfolios, mostly within the West Midlands

Experience with building long lasting relationships with some of the UK's premier developers, attending networking events and client engagement.

Managing Director

GolfSportsMedia Ltd-Shrewsbury

September 2018 to February 2020

I set up GolfSportsMedia in 2018 having noticed a potential gap in the market.

As a former professional golfer I noticed that many golf clubs were struggling to retain members and therefore struggling financially, I also noticed that many of the advertisers in High Net Worth Individual magazines would potentially benefit from advertising at Golf Clubs, which are traditionally affluent.

I was able to secure mandates at a number of prestigious golf clubs across the UK to install digital screens in their clubhouses and professional shops.

I then sold the advertising space to businesses who I believed would benefit from advertising to such a demographic.

I then paid the Golf Clubs a percentage of the revenue stream generated.

My role was to negotiate terms with Golf Clubs wishing to engage as well as overseeing a small sales team of 6 telesales agents, making sure they hit their targets as well as to represent the brand at all times

Professional Golfer

Self Employed-Europe

January 2011 to December 2018

Touring Professional golfer, travelling around Europe competing in professional golf events.

I hosted a number of fundraising events to secure sponsorship for myself each winter.

Apart from competing I was very active on the golf networking scene and worked alongside a number of businesses to help run their corporate golf days.

Recruitment Consultant

Bulk Management Ltd-Wem, Shropshire

September 2011 to April 2013

360 recruitment position.

Liaising with commercial property developers, sourcing Ductfitters for various projects across the UK

Sourced the contract for the Snow Hill number 2 site in Birmingham as well as successfully staffed for the role.

HM Armed Forces

Armed Forces-Variou

April 2006 to March 2011

Reference available upon request.

Education

Maths (GCSE or equivalent)

Thomas Adams Wem-Wem, Shropshire

September 1999 to June 2014

English Literature (GCSE or equivalent)

Thomas Adams Wem-Wem, Shropshire

September 1999 to June 2004

RE (GCSE or equivalent)

Thomas Adams Wem-Wem, Shropshire

September 1999 to June 2004

PE (GCSE or equivalent)

Thomas Adams Wem-Wem, Shropshire

September 1999 to June 2004

Science x2 (GCSE or equivalent)

Thomas Adams Wem-Wem, Shropshire

September 1999 to June 2004

English (GCSE or equivalent)

Thomas Adams Wem-Wem, Shropshire

September 1999 to June 2004

Skills

- Customer Service
- CRM Software
- CRM
- Microsoft Powerpoint
- training
- Driving
- Sales
- Outlook
- Word
- Management
- Marketing
- Microsoft Word
- Microsoft Outlook
- Powerpoint

- Business Development
- Microsoft Office

Certifications and Licenses

Real Estate Broker