

Mark Weathers

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Profile

I am a sales executive with ten years experience, the last seven years in online digital media. I am driven and ambitious with a diverse range of sales and leadership experience. I have strong and effective organisational and communication skills. I am a good team player who is able to use own initiative to achieve company and personal objectives.

Key Skills

My key skills include: account management, online advertising, new business development/acquisition, business to business, business to consumer, sales, digital media, selling advertising, recruitment advertising. Along with those key skills I also know about salesforce.com, lead generation, direct sales, management, advertising sales and cold calling.

August 08•May 15

**Reed Online
Senior sales executive**

Selling online recruitment advertising and CV database access in the recruitment consultancy team. My job involves generating consistent weekly and monthly revenues according to agreed targets in a telephone based renewals and new business B2B environment. Reed.co.uk is the UK's leading online recruitment service allowing jobseekers to search over 150,000 jobs from more than 9,000 recruiters across 42 industry sectors. I have 18 online recommendations attached to this role.

April 07•August 08

**Hotonline
Senior sales executive**

Selling online recruitment advertising and CV database access in the jobsearch.co.uk team but selling into 41 other websites in the hotonline.com network. Hotonline is now owned by the Trinity Mirror group and is the largest group of specialist niche job boards in the UK. My job involved generating consistent weekly and monthly revenues according to agreed targets in a telephone based new business B2B environment.

January 06•April 07

**Loot, London Recruit Magazine & Jobs Week
Commercial sales executive**

Selling commercial display advertising space B2B, including recruitment advertising in the recruitment magazine Jobs Weekly (in conjunction with the Evening Standard) within the bounds of the rate card or as directed by the management to new business leads and existing customers. Awarded Sales Executive of The Month for March 2006.

**August 04•December 05 Loot The Free Ads Paper
Deputy team leader**

Deputy Team Leader role was an inbound consumer sales role. Involving entering adverts onto the in-house system. Tasks also included assisting the team manager with various team related duties along with my day-to-day sales activities.

**October 03•July 04 Bid-Up TV shopping channel
Call agent**

Contacting customers for Bid-Up television to confirm winning bids and handling customer service issues on the outbound side. Bid-Up TV was an eighteen-hour a day television-shopping channel that ran daily auctions and fixed price sales.

**September 01•Sept 03 Red Planet London
Sales and marketing manager**

Marketing financial products on behalf of Sainsbury's Bank and MBNA. Responsibilities include promoting sales, teaching and training, motivation, and team building. Red Planet Marketing under the Cobra group framework provided volume driven outsourced sales solutions for various national and multinational corporations.

1990 • 1992 City and Guilds

I have a City & Guilds In information technology, coding programming, computer and computing, word processing from the Witham Technology Centre.

1988 • 1990 Business and Technology Education Council

I have a BTEC First In Business Studies and a BTEC First in Computer Studies from the Chelmsford College of Further Education.

Interests

I have interests that range from weight training, making short films. I also run a couple of blogs. I am currently focusing a lot of my spare time attempting to master yoga.