**CURRICULUM VITAE**

James Westwater Gordon Smith

**PERSONAL PROFILE**

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**Mobile** +64210405698

**Nationality** New Zealand

**Marital Status** Single

**Date of Birth** 14/01/1984

**Health** Excellent

I am excited about the opportunity to teach English in Korea and believe that I will be able to transfer the skills and techniques that I have learnt in being a University Tutor and Sports Coach to advance students’ English communication skills. I am looking forward to being in the classroom and having the capacity to develop students’ English expertise and proficiency as this will be a truly rewarding experience. I believe that my skills in developing dynamic learning environments employing a range of educational methods will be able to accelerate the development of students’ English allowing them to reach their individual goals.

Height 178 cm, weight 68 kilograms, fair skin, hazel eyes, brown hair, clean shaven, athletic build, non smoker.

**KEY ATTRIBUTES**

* Two years of Sales and Marketing experience in the IT Industry working for IBM.
* University Tutor in Marketing. I facilitated classroom learning through lecturing and activities. Also one-on-one coaching.
* Previously coached Cricket teams at a variety of age groups. This involved working with younger students to foster physical and mental progression on the sports field.
* School Prefect in charge of mentoring and developing younger students. In this capacity I was seen as a role model nurturing student’s to achieve their academic ambitions
* One year of previous marketing experience at Tait Electronics New Zealand.
* Awarded a Scholarship to complete Honours in Marketing: completed a thesis on Business to Business Relationships in the Online Environment; awarded BCA Hons (II.1).
* Awarded a B Com majoring in Management.
* Highly self-motivated and determined to achieve goals.
* Good organisation and time management skills. Ability to plan, prioritise and achieve goals within time constraints.
* Excellent oral and written communication and presentation skills. A member of Toastmasters public speaking group
* Relates to people at all levels, learns quickly and adapts easily to different work situations.

This is evident from success at the range of work experience to date.

* Able to work effectively in team situations.
* Willing to undertake leadership roles - Head IBM NZ Graduate, a School Prefect and Mentor.

**WORK EXPERIENCE**

**11/2008-** Extensive travel around Asia and South America.

**10/2008- IBM Maintenance Sales Specialist**

**09/2007** In this position I was responsible for both Maintenance and Technical Support

 sales and account management in New Zealand. This involved hardware, software and

 3rd party solutions and generated NZ$1 million sales. I achieved all sales targets while

 increasing customer satisfaction.

**09/2007 - IBM Pre-Sales Specialist**

**04/2007** This role was focused on the Integrated Communications line of IBM’s Service business.

 I was responsible for producing quotes and dealing directly with customers to ensure

 customer satisfaction. I developed and prepared solutions for both existing and new

 clients.

**04/2007 - IBM Sales Associate**

**04/2006** At IBM in the firm’s services line of business; I was involved in all aspects of the sales function from preparing RFPs, undertaking account management and forecasting, and delivering presentations. I was successful at all and considered a top performer as demonstrated by my selection as head of the NZ graduate programme.

**10/2004 - Tait Electronics Sales Histories Co-ordinator**

 **11/2003** Tait is New Zealand’s largest electronics company, selling products into over 80

 countries. It specialises in the design and manufacture of land mobile and radio equipment. At Tait I co-ordinated the development of an intranet application to provide Tait staff worldwide with a tool that enabled analysis of products, and product sales results. This facilitated more accurate decision-making and sales forecasting. Further description of this position is provided in my Employer Reference below.

# EDUCATION (NEW ZEALAND)

**2007** Successfully completed 12 week IBM Global Sales School: an intensive course in relationship development and communication skills.

**2005** Awarded the prestigious Victoria University School of Marketing and International Business Academic Scholarship. BCA Hons (II.1) (Commerce & Administration) Victoria University.

**2004** B Com Majoring in Management at the highly regarded Canterbury University.

**2003** Enterprise New Zealand Scholarship taken up at Canterbury University.

**INTERESTS**

My personal interests are in sports, the outdoor environment and travel. I am passionate about gaining an understanding of the various cultures of the world. I enjoy running, social cricket, music, tramping, and golf

**ADDITIONAL QUALIFICATIONS**

Clean driver’s licence.

Current First Aid certificate.

**REFERENCES**

Julius Capilitan, IBM Sales Director, +64210537164

Jason Cowlam, IBM Graduate Team Leader +64211408085

Please contact before calling references, further references available if required.