**John Ross**

**07920 440 999**

# PERSONAL STATEMENT:

I am a very self confident person who is very well organised and prepared, with a good attention to detail. I am very enthusiastic and extremely passionate about my work, with the ability to listen to his students and able to motivate and encourage students to do their best. I believe in working hard and getting results, being a consummate professional and achieving all of this with a good sense of humour.

# RELEVANT EXPERIENCE:

***2009: Spent 6mths teaching English in India***.

Taught Monday to Friday, both infants and adults. The age ranged from 4 – 14. All preparation of class materials and lesson plans where devised by myself and my colleagues and implemented in class.

Role: Understanding and learning new subject material. Searched for new methods and ideas to use. Shared knowledge with his students and colleagues. Always looking for ideas to develop professionally and personally.

Prepared all lessons and materials in advance. Followed a regular routine, organized and had activities readily available. Always had backup plans if needed.

Encouraged students to engage in conversation with myself as well as other students. Identify when a student is having difficulty understanding subject material or when a student is having personal issues.

Participated in meetings which related to the schools management, curriculum, administration or organisation. Worked within the school guidelines and gave support to the staff and headmaster at all times.

Maintained a positive ethos and the core values of the school both inside and outside the classroom

Ensured that the current guidelines of employment as outlined on the teaches contract were met

I had very good success in this role and feel that my enthusiasm was contagious both to my students and my colleagues.

***2001-2009: Private tutor in English & Science***

Private tutorial to students ranging in age from 5 -16 in English and Science. Lessons given in the evening and at weekends and either consisted of 1hr or 2 hr lessons. All students had to be assessed and an action plan and goals drawn up with a timeline.

**Role:**Asses’ student to identify strengths and weaknesses. Ensured that, planning, preparation, recording, assessment and reporting met there varying learning and social needs.

Provide a stimulating environment and materials, to encourage the students and to keep them motivated. Planning and setting clear weekly and monthly targets enabling student and myself to measure success and action plans.

Keeping appropriate and efficient records that enable formative and summative assessments of the students progress . This enables progress reports to be carried out by the pupil and myself.

Report to the parents on the development and progress of each individual student. With feedback from the parents regarding my progress.

***2000 -2004: Teacher at Summer school***

Teaching a variety of subjects Monday to Friday over an 8 week period to students form the age of 4 -13 years old. This was an academy set up to support students and parents over the summer holidays.

**Role:** Teaching a class of pupils, ensuring that planning and preparation were in accordance with the schools guidelines and policies

Plan appropriately to meet the needs of all pupils through differentiation of tasks. Be able to set clear tasks, based on prior attainment, for pupils learning.

Provide a stimulating environment, were resources can be accessed easily by the pupils

Maintain good order and discipline amongst pupils, in accordance with the schools behaviour policy

Contribute to constructive team building amongst teaching and non-teaching staff and parents.

Participate in performance management for the appraisal of their own performance, or that of the teacher.

Participate in planning team meetings and case review conferences assessing student behavior; to hold if appropiate conferences with parents or officials concerned with student's performance.

***Professional Experience***

**Bristol Myers-Squib:** Responsible for education of all care professional for treatment of patients. Involved teaching Surgeon’s, Dr’s and nurses on a one to one about treatment of patients. Educate all care representatives about patient treatment. Set up and taught at 12 one week long intervention program’s to classrooms of Dr’s and Nurses. Set up and taught at over 70 one day meetings for health professionals. These would all involve me providing a talk and a teaching plan in guideline with the national health authority.

**Reed, YELL and Revelation**: Responsible for training and ongoing training of all new staff and existing staff in procedures, technology, systems and culture. This required me to be highly organized, keep efficient records, set targets and motivate all staff at all times. I held appraisals for both staff and management and gave monthly and yearly feedback.

# PERSONAL:

* + Nationality: British
  + Date of Birth: 28/09/1978
  + Certificates: Degree Certificate, Sealed Transcripts, Criminal Background Check, Resume, Photos
  + Availability: Immediate

# QUALIFICATIONS:

* + BSc in Science & Psychology Southampton University
  + A- Levels: Science(C), Psychology (C) and Sociology (C)
  + 11 GCSEs: Grade A-C
  + Qualified CEPD in Sports Therapy

# ADDITIONAL TRAINING:

* + - Power Selling 1 & 2
    - Advanced Power Selling
    - Negotiation Training
    - Commercial Awareness
    - Step up to Management
    - Creating powerful Presentations
    - Excel 2 & 3
    - PowerPoint 2
    - Online Marketing
    - First Aid at Work: Qualified First Aider
    - Fire Steward

# Hobbies and Interests:

My areas of interest include reading, socialising and a range of sports such as rugby, cricket, motocross, mountain biking and squash. I am very keen on learning about new cultures and people.

# Sporting Achievements

School House Captain for Rugby Cricket and Athletics

Represented School at Rugby, Cricket, Athletics and Cross Country

Represented Both Portsmouth RFC and Portsmouth Cricket Club

Represented my County at Rugby and Athletics (400m, 400m relay, Shot Put)

Sponsored to play Cricket in South Africa

Represented Southampton University Rugby Club

Played with Wimbledon Rugby Club London league 2, Won Clapham Common Rugby challenge

Completed Tough Guy 3 years in a row

Played for Bristol Saracens

# OVERVIEW:

Honest, loyal and dedicated trainer who builds relationships quickly and to last, winning repeat business year after year .An experienced Manager with an excellent proven track record in meeting an array of stringent sales and marketing targets. Excels in the formulation and successful implementation of innovative processes and procedures with flexible communication, liaison and negotiation skills. Experienced in business development, people management, CRM, cross selling and proven sales methodologies to gain competitive advantage within an array of highly diverse and dynamic environment.

# CAREER HIGHLIGHTS INCLUDE:

* + In-depth experience of working within varying markets
  + Successfully met stringent monthly targets concurrently, regularly excelling team targets
  + Appointed member of the moth 3 months running for team work and achievements
  + Highlighted as accumulating some of the highest revenue targets throughout sales
  + Continued to hold the highest cold call rate whilst working within Yell, BMS & Reed
  + Product champion for BMS and am 1st in country in and inter focus selling day (out of 1200 people)

# SKILLS OVERVIEW:

* + Business Development
  + Key Account Management
  + Adaptable Communication
  + People Management
  + Customer Relationship Management
  + Strategic Sales & Marketing
  + Formulation of Innovative Processes
  + Cross Selling
  + Continuous Improvement Procedure
  + Sales Consultancy
  + Elite Customer Service
  + Strong Interpersonal Skills
  + Flexible Liaison
  + Excellent Negotiation
  + Training
  + MS Office
  + Apple Mac

# CAREER HISTORY:

**REVELATION EVENT MANAGEMENT –** Hambrook, Bristol.

Business Development Manager

To sell Revelation services to new, potential and existing customers, ensuring maximum growth and the achievement of all sales targets. Contacting new and existing clients who hold events, or work within the events industry. Following up marketing campaigns, targeting new sectors and developing potential client relationships.

* Train all new staff on products, process’ and presentations
* Ongoing training of all staff for new procedures, processes or events
* Educate all clients on services, products and equipment
* Work closely with existing clients to educate them about new technology, how the brand will

work, and the concept chosen for their event

**REED BUSINESS INFORMATION –** .Key Accounts – Academic – **New Scientist**

My role was to manage the top 50 academic, commercial and industry clients, each with spend of £40k and over. This required an enormous amount of account management with multiple contacts at each of my clients. Advertisers needed contact at varied times of the year and meetings every 3 months to discuss contracts and industry developments.

* Educate and train all new employees about New Scientist magazine and its benefits
* Educate new and exisiting clinets about the magazine and how it will compliment there
* Consistently the highest performer in the department for meetings. (Have won an award for most amount of meetings in a month)

**Bristol Myers Squibb Co** - Primary Care Executive

As a Primary Care Executive I identified, developed and shared area intelligence to achieve the team and company business objectives. I ensured that I maximized all opportunities and remained focused on what was going to drive our business forward. I built strong relationships quickly, planed effectively and optimized any business opportunities.

* At an Inter Focus Company selling day came First for BMS also achieving 5% above the national average.
* Achieved over 90% on all product knowledge tests with 12 throughout the year.
* On Company training course achieved Product Champion over 30 other people.
* Coached team members and acted as an area expert to both my team and the JV. Achieved a spot award at a Company Business Cycle meeting for developing others from RBM

**Yell Ltd –** Account Manager

As a field based sales consultant it was my responsibility for selling Yell’s portfolio of products to maximise revenue, customer growth and ensuring at all time that there is a high level of customer satisfaction. Through effective planning and solid business reviews I identified opportunities for growth within my existing accounts but also through networking and diligence have identified new business opportunities as well. I have met all targets across the whole product range and am at 180% to target for this campaign. My role consist of

* Promoting Super branded products including Yellow Pages, Business Pages & [Yell.com](http://Yell.com)
* Meeting publication deadlines, forecasting customer activity/spend and achieving sales targets.
* Presenting to blue chip and large corporate customers in retaining advertising contracts.
* Building a thorough knowledge of customers’ businesses.
* Working closely with them to design ‘results driven’ advertising  packages