

Helen Thompson



Personal Details:

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Nationality: British
Date of Birth: 16/12/85

Profile:

Sales and marketing professional with over 15 years experience across a broad range of sales roles. I love speaking to people and am comfortable conversing to anyone from receptionists all the way to c-suite executives and billionaire yacht owners. I have been fortunate enough to have been exposed to a wide variety of roles and business in my time. These include:

- Part of a professional yachting crew
- Marketing and growing a brand-new food & drink company
- Owning and running my own business
- Working as a professional kite surfer
- Managing a hotel and working in hospitality

I am really passionate about working within sales and marketing roles. I am looking for a company that I can work and excel in, whilst building long term career opportunities.

EMPLOYMENT HISTORY:

BIKINILISTS **Sales Specialist** 03/19 - present

I currently work as a sales specialist and international account manager for a marketing and data company. Bikinilists provide a range marketing services and support to the best photographers, agents and media companies globally. My responsibilities:

- Cold calling business in EMEA & North America
- Responding to email marketing campaigns
- Keeping records up-to-date in Salesforce
- Conduction online demos of the platform
- Producing quotations and estimates

THE MUNRO AGENCY **Sales & Marketing Support** 01/18 - 02/19

Sales & marketing support for successful digital marketing agency, specialising in marketing automation and SEO. My role was to help nurture leads in the business, conducting online demos. Key responsibilities included:

- Answering online enquiries
- Conduiting online demos for SharpSpring
- Sending out quotes
- Cold calling businesses

JET2.COM **Cabin Crew** 02/17 - 12/17

Seasonal cabin crew based out of Glasgow Airport. Fast paced, commission driven sales environment whilst ensuring passenger safety. My duties included:

- Ensuring passenger safety and carrying out safety checks pre-and post-flight
- Selling and up-selling to customers
- Hitting daily and weekly sales targets for specific items
- End of shift banking and secure money transfer

Ellis Brigham Mountain Sports**Retail Sales Specialist**

04/15 - 12/16

High-end clothing and equipment sales in the retail department for the largest outdoor retailer in the UK. Here I received training in selling luxury brands such as Arcteryx, Schoffel, Volkl and Rossingnol. My duties included:

- Ski fitting and servicing
- Customer service
- Hitting monthly sales targets

Hebridean Sea Salt**Marketing Executive**

03/13 - 04/15

I worked alongside a successful and growing luxury food business, which operated from the Isle of Lewis. During my time we secured deals with Sainsbury's UK & Waitrose. My duties here included:

- Marketing support
- Trade show sales and marketing
- Pitching to large supermarkets and export brands

Yachting**PA, Crew & Luxury Sales**

04/14 - 10/15

Worked on Swan 90 yachts. Working as a host building rapport and relationships with prospective customers alongside Natour Swan at Cannes, Palma and Monaco boat shows. Additional duties:

- Watch keeping and deliveries
- PA duties such as diary management and organizing trips
- Helping prospecting for new owners during boat shows
- Working with and organising a 30 man sail team on board

Tiree Kitesurf Academy**Business Owner**

01/10 - 01/14

Princes Trust award winning business owner of the Tiree Kitesurf Academy. I founded, owned and managed all aspect of this business over a four-year period. My experiences included:

- Business development and marketing efforts
- Administration, book keeping
- Being a professional instructor
- Managing other teachers

Winning Scotland Foundation**Sport Coach & Motivator**

2011 - 2013

Mentoring children and getting them motivated to do more sporting activities as well as to eat healthier. Public speaking to groups ranging from 30 to 400 in schools and sports clubs throughout Argyll & Bute.

Glengoyne Distillery**Hospitality & Catering**

2003 - 2013

Hosting VIP's for tasting and fine dining experiences. I gained a wealth of knowledge in whisky production and the hospitality industry.

Qualifications:

- CAA Cabin Crew Attestation
- STCW 95 qualified
- RYA Power Boat Level 2
- IKO (Level 2) Kite surfing Instructor
- BSUPA Instructor Qualified

Achievements and Additional Hobbies

- British Wave Kitesurfing Champion 2013
- South African Cable Wake Board Champion 2009
- KPWT World Tour 2nd Kite Racing 2008
- Overall British Kitesurfing Champion 2008

Education:

Balfour High School 1997-2003. **STANDARD GRADES:** (12) passes. **SSVQ HIGHERS** 2003 - Art & Design **A**, Physical Education **B**, History **C**, Graphic Communications **C**.

References: on request