

# Wyndham Robert Hogg

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Location: Leeds

## Professional Experience

- New Business Development
- Prospecting and Discovery
- Account Management
- Team Management
- LinkedIn Networking
- UK Sales Academy 2023
- Digital Marketing
- MS Office & CRM systems (salesforce included)
- Social Media Analytics
- Mixology
- Cardiff Metropolitan University – Economics 2015-2017
- Fundamentals in Sales - Pareto Law 2018-07

## Personal Details

DOB: 16/03/1997

Marital Status: Single

Education: UK and Singapore.

Spare time: I am a keen sportsman and enjoy the gym, cricket and hockey. I am also a qualified and experienced hockey coach. Enjoy reading history, economics and politics.

## Professional Profile

I am a hard working, sociable and results-driven individual with international experience and a global outlook. I thrive best in a team and an environment which delivers tangible results. I am keen to develop my leadership and problem solving skills as I have found this the most interesting part of the previous positions I have held. My most recent work experience is in customer facing sales roles. I enjoy the fast paced and rewarding customer interaction which has allowed me to learn fast, adapt to new challenges and develop a successful track record.

## Professional Experience

**Account  
Manager | QA |  
Leeds, UK |  
October 2022 –  
Present**

- My time at QA has allowed me to truly step up my sales game, after mastering small business b2b at Croner I was ready for a new challenge and QA certainly was that, I strove to overcome the adversity, handling over 20 cold enterprise accounts, after a few months, successfully breaking into the likes of Nando's, Three mobile and the Royal Bank of Canada to provide strategic advice and insight led solutions.
- The most difficult part of working with enterprises is breaking in with insightful, educating and intriguing introductions, learning and perfecting these skills over the last year has rounded me out as a salesperson, it's giving me the skills to succeed and sell any product in any industry.

**Business Sales  
Consultant |  
Croner |  
Hinckley, UK |  
May 2021 –  
October 2022**

- ~~Working at Croner my responsibilities were to set up selling~~ opportunities for my field sales team across the UK. This was done through a deep understanding of the ever-changing and complex world of HR and H&S. Croner is where I found my passion for legal services and Law in general.
- At Croner I began by making immediate waves shaking up the culture to ensure inclusivity and teamwork. I also shined at my role hitting targets consistently and I continue to receive continuous support and praise from my line manager and Director. I take time from my day to coach new starters and advising with the wealth of knowledge I have already absorbed. I enjoy sharing knowledge with others to help them be as successful as I have.
- Sales revenue year on year - £1M+
- Commission - £45k OTE – Achieved - £44k 1<sup>st</sup> year

**Business Development Executive** | V4 Cloud |  
Coventry, UK | January 2020 – March 2021

- 2 weeks of intensive outbound sales training.
- Oversight and advice from the company sales directors for first 6 months.
- Was seen as capable and motivated by managers and after 6 months, I was given a promotion to security specialist heading up a new division to drive CCTV and security sales for the company.
- Outbound 100-200 calls per day whilst learning the ins and outs of the telecom and security industries. Use of CRM and call data.
- Keeping track of call backs to potential new customers.
- Liaising with directors and managers for SMEs.
- Handled entire sales process from prospecting to finalising contracts and implementation.

**Working Holiday Visa** |  
Various | Australia –  
Adelaide + Melbourne |  
2018 – 2019

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- Throughout my time in Australia I worked across multiple jobs in the charity, agriculture and hospitality sectors as I travelled across the country. These roles collectively taught me the value of hard work, interpersonal skills and team work. Roles included:
  - Fundraiser | The Fundraising People | Melbourne VIC  
Packing Operative | Virginia Farm Produce | Virginia, SA  
Barman/Mixologist | The Railway Hotel | Melbourne, VIC
  - Sales and Marketing Manager | Logisolar | Adelaide, SA

**Account Manager/ Business Development**  
| Imperative Training |  
Manchester, UK | 2018

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- Office based sales role selling first aid training and defibrillators. Making 70-80 calls a day to dormant or lost accounts.
  - Working closely with the senior account manager to learn from their know how.
  - Intense Pareto law sales course during this period.

**Intern** | Meltwater |  
Singapore 2016-07 -  
2016-09

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- Taught how to analyse media and news trends.
  - Using articles and news to identify the trends in movement for certain industries.
  - Using this to identify potential markets in which to direct the sales team.
  - Prospecting clients for the more experienced sales people within my team to follow up on.