**Tav Moor**

**Address:** Islington, London **Email:** tavomoor@gmail.com **Mobile:** 07342332844

**PROFILE**

A reliable, energetic and versatile Sales and Marketing specialist with extensive experience across various sectors. Target driven with proven track record of meeting sales targets set. An excellent communicator with strong interpersonal abilities to develop good rapport with clients. Organised and capable of managing assigned workload and adherence to performance management, travel, meetings, events and dates. Excellent team workings skills as well as highly competent in managing own workload independently. Proactive with a can-do attitude and looking for an engaging sales/marketing opportunity within a dynamic company with prospects to make a significant contribution.

**KEY SKILLS**

* Excellent communication skills: face to face, telephone and emails.
* Strong interpersonal abilities to interact and engage with a diverse mix of people.
* Target driven with proven track record of consistently meeting targets.
* Highly organised with good time management; able to manage and multitask workload to meet deadlines.
* Self-motivated to work independently with minimal supervision.
* A reliable and versatile team member who contributes to meet goals.
* Strong customer service skills.
* Excellent ability to quickly and intuitively learn how to use a variety of different systems/software, having previously learnt Unix, Cati, Poser, Salesforce, Adobe, Linux, Microsoft Windows and Offices applications.
* Able to manage difficult situations with tact and professionalism.

**CAREER HISTORY**

**Blogger Freelance Nov 2020 –**

* Created articles, listings, photographs, and videos, then posted to Social Media sites.
* Exceeded targets on a regular basis.

**Internet Sales and Listing Administrator Jewellery by Anuket Sep 2020 – Oct 2020**

* Dealt with general internet sales and the listing of new goods on eCommerce sites.
* Contract to sell jewellery line on eBay, including an engagement ring at £400.

**Media Sales Executive Collaborative Media Jun 2018 – Jul 2018**

* Trained to use Executive.tv, IPTV, HDTV, and MP4.
* Sold 4 slots on our 'Manufacturing Excellence' TV programme each at £3, 000.
* Telephoned manufacturers about TV advertisements, advertorial, and editorial.

**Senior Telephone Interviewer Perspective Research Services Sept 2016 – Sept 2017**

* Conducted telephone interviews.
* Worked through allocated list of numbers (up to 2000 call per day).
* Clients included Brighthouse, Heineken, and organisations related to finance, politics, religion, trade, and more
* Recorded responses onto CATI system.
* Achieved a promotion, often on rate, daily bonuses, and a PDB of 17 surveys.

**Volunteer Sue Ryder, Islington Nov 2015 – May 2016**

* Received donations and sorted appropriately.
* Priced products and placed onto shop floor.
* Greeted customers and assisted with enquiries and their purchases.
* Won stars and a staff member award.

**Sales Executive (Education) Soft Media Oct 2010 – March 2014**

* Conducted phone calls to education establishments.
* Sold access to a media platform to colleges, schools, and universities.

**Project Director (Germanic) MIA Europe Jan 2009 – Sept 2010**

* Sold advertising on a title for European development and investment.

**Sales Executive Neoteric UK June 2008 – Dec 2009**

* Sold web design, SMS, wap, Android, GPS, NFC, and eCommerce.

**Account Executive - (FMCG) Bristol News and Media (BMGT)**  **Jan 2008 – June 2008**

* Booked space on display, mobile, and online for 100 FMCG accounts.
* 100 cold calls daily and sales target of £25, 000 pm, which was hit most months.
* Display £3, 500, mobile £12,000 and online £10, 000.

**Promotional Fundraiser - Wesser (St. John Ambulance)**  **July 2007 – Nov 2007**

* Hit daily charity targets of 300 doors knocked per day in Manchester.
* Held the 1st highest daily record of £950 and 11 new supporters.

**Sales Director** - **Prizefight - (TNWA)** **April 2006 – July 2007**

* Sold banners, buttons, CPC, IPTV, .pdfs, MPU, PPC, SEO, SEM.
* Hit £50, 000 monthly sales target, and £600, 000 yearly sales target.
* Affiliate sales with Beast, BT, DT, Dell, Apple, Orange, and Nvidia.

 **Senior Sales Executive - Getty Images (UK and Ireland)** **Nov 2001 – April 2006**

* Top salesman for 5 years in a photo and film sales team of 16 people.
* 5 key and 250 non key accounts of agencies and corporates.
* Attended 12 client visits each month with Directors and Managers.
* Monthly target of £85, 000 often hit, with a personal best of £103, 000 in a month.

**EDUCATION and QUALIFICATIONS**

* **Flute (A) - Royal Academy of Music** (1999)
* **Piano (A) - Royal Academy of Music** (1999)
* **MSc Innovation Management and Technology Policy (2:1)** - BC, University of London
* **BA (Hons) Sociology (2:2)** - University of Essex

**AWARDS AND CERTIFICATES**

**Channel 4 UK Poetry Award January 1990**

I wrote several love poems, inlcuding the 'Affinity of Aeon', written in English, on food, music, and sex, and, having entered them into a competition, beat 100 million other poets.

**HOBBIES and INTERESTS**

Internet, reading, shopping, chess, Magic: The Gathering, and cinema, cooking, camping, walking, as well as tennis.

Since 1987, I have been the **Chairman and Chief Executive Officer for** **Angelflyers**, London, United Kingdom. A hobby that is focused on buying and selling of club and rave flyers always at a profit, since the late 1980's.

**REFERENCES AVAILABLE ON REQUEST**