




RICK IRWIN

SALES EXECUTIVE

 rickirwin.ct@gmail.com

 072 713 4776

ID Number: 871115123089
Nationality: South African
British
Languages: English (1st)
Afrikaans (2nd)
Driver's Licence: Code B

RELEVANT SKILLS

- Customer Service
- Building rapport
- Learning features and benefits of products quickly
- Presenting products confidently to clients
- Pitching correctly to clients to close deals
- After sales service and relationship management
- Time Management

REFERENCES

- Wavell Blake

Manager at Motus Select Tokai
0826527361

WORK EXPERIENCE

Self Employed

Pre- Owned Vehicle sales

August 2023- Present

- Buying in my own stock from various avenues
- Reconditioning vehicles
- Selling of my own stock
- Selling on consignment

Sales Executive

Audi Centre Claremont

March 2023- June 2023

- Pre-owned Car Sales:
 - Following up on leads
 - Lead creation through online advertising and cold calling
 - Customer service and communication
 - All administration related to the sales process
 - Arranging promotional displays
- Reason for leaving due to Personal injury i had to step away from the role

Sales Executive

Motus Select Tokai

May 2019 to Feb 2023

- Top Pre-owned Car Salesman (monthly) multiple times
- Pre-owned Car Sales:
 - Following up on leads
 - Lead creation through online advertising and cold calling
 - Customer service and communication
 - All administration related to the sales process
 - Arranging promotional displays

Deckhand

Mac Brew Motor Yacht: South of France

May 2016-October 2018

- Promoted to Lead Deckhand after the first season
- Duties included:
 - Maintaining the exterior of the boat
 - Assisting the engineer
 - Managing staff in the team
 - Managing external contractors
 - Customer service and entertainment for the guests



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REFERENCES

- Achmat Salie – Morton & partners
083-657-2202
- Gary Fourie – Timboard Unlimited
082 821 8625

Sales Executive

Timboard Unlimited

July 2012–September 2015

- Initially employed at Workshop Supervisor, ensuring orders were correctly processed and delivered timeously
- Promoted to Sales Executive, calling on clients and managing orders and account

Morton & Partners

Authorisation Clerk

April 2012–June 2012 (Temporary Employment Contract)

EDUCATION HISTORY

Diploma in Marketing Management

Varsity College: Institute of Marketing Management (IMM GSM): 2009–2011

Motor and Diesel Mechanics

Westlake Technical College: 2006–2007

N1, N2 and N3 with: Engineering Science, Industrial Electronics, Motor and Diesel Trade Theory and

Motor and Diesel Workshop–Level 1 Modular Training

Grade 12 with Matric Endorsement

Wynberg Boys' High School: 2001–2005