

Curriculum Vitae

Personalia

Naam Dominic Islip
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E-mailadres - LinkedIn dom.islip@gmail.com - Dominic Islip
Geboortedatum 2 april 1972
Geboorteplaats Whitby, N. Yorkshire, UK
Geslacht Man
Nationaliteit English
Burgerlijke staat Ongehuwd
Rijbewijs B



Opleidingen

sep 1993 - jun 1998 HBO, Spanish and French Language studies (behaald)
London Guildhall University, London, United Kingdom

Cursussen

mrt 2015 - apr 2015 Competent Adviser Protection (behaald) **apr 2006 - jul 2006** 100 days to success, Remax
sep 2008 - jun 2010 Air Traffic Controller

Werkervaring

jul 2016 - feb 2017 **WYSE Travel Confederation, Amsterdam, Netherland**
Functie: Membership and Delegate reservations

- B2B
- COLD CALLING
- OUTBOUND 80%
- INBOUND 20%
- CROSS SELLING
- RE-SELLING
- INTRODUCING NEW MEMBERS
- SELLING CONFERENCE TICKETS
- UP SELLING
- LEAD GENERATION

Responsible for creating new target lists and reaching out to, (cold calling) likely prospects in the youth, educational travel industry in order to expand membership and conference attendance.

First point of contact for CEO's, founders and directors of companies interested in attending trading conferences and becoming members. Would do an appraisal of companies needs, match to the relevant events and services, explain the benefits of membership, upsell various marketing add ons whilst generating new leads.

jun 2015 - jan 2016 **Roxburogh Financial Services, Hampshire, UK**
Functie: Independent Financial Adviser. Insurance Broker

- B2C + B2B
- UP SELLING
- CROSS SELLING
- RE-SELLING
- CLOSING DEALS
- CONSISTENTLY SURPASSING TARGETS
- POST SALES SERVICE
- COLD CALLING
- LEAD GENERATION

Fully advised service over the telephone on the availability of suitable insurance products. Guiding CEO's, MD's, employees, self employed and businesses owners from the initial online enquiry, through the application and medical underwriting process, to receiving their documents.

feb 2015 - jun 2015 **Autoplates, Hampshire, UK**
Functie: Vehicle Delivery Agent

Safely moving cars and vans for Enterprise, Mercedes, VW and auction houses and delivering them to their clients nationwide.

mei 2012 - feb 2015 **High View Finance, Hampshire, UK**
Functie: Insurance Broker

- B2C + B2B
- UP SELLING
- CROSS SELLING
- RE-SELLING
- COLD CALLING

Converting hot leads into life insurance sales to self-employed and company directors.

nov 2010 - dec 2011

Kaliyoga, Granada, Spain

Functie: General Manager

- Assessed business growth restrictions.
- Evaluated potential threats to company integrity.
- Advised and implemented solutions for strengthening legal, legislative and liability shortfalls.
- Conceptualised, planned and oversaw several installation improvements promoting guest wellbeing.
- Introduced external service providers offering more enhanced cost effective task management.
- Increased revenue by freeing up accommodation space for clients.
- Improved staff down time by creating exclusive areas.
- Reduced running costs by installing energy saving and cleansing systems.

I assisted the company owners in increasing productivity, raising the overall standards and safeguarding against potential threats to the guests, employees and installations, in short, the business itself. Initially contracted as a freelance adviser and then later as the company manager running the day to day needs of a rapidly expanding company.

sep 2009 - nov 2010

Andalucia Auctions, Granada, Spain

Functie: Sales and Marketing manager

- Successfully initiated a new company from concept through registration and marketing to becoming operational and taking revenue.
- Planned and executed all marketing and advertisement.
- Sourced and contracted service providers such as insurance companies.
- Searched stock such as vehicles and machinery.
- Initiated sales, closed deals and formalised in contracts.
- Carried out auction and sales.
- Assisted Managing Director with translation at local authorities, and banks.

jan 2008 - apr 2011

Various academies and privately, Madrid, Spain

Functie: English Teacher

- Taught English language to individuals and groups of up to 30 students.
- Mostly intermediate to high level of fluency.
- Ranging from employees to Managers and company Directors.

jan 2008 - nov 2010

Ofilingua, Granada, Spain

Functie: Interpreter and Translator

- Interpreting & Translation.
- Guardia Civil, Court houses and privately.
- Prosecution and Legal documentation.
- Immigration.
- Property law.
- Divorce and separation.
- Child custodianship.

Registered with the Provincial Authorities as a freelance interpreter helping the police and courts process their daily cases where English and French speakers where involved.

jan 2008 - mrt 2009

Essential Travel Club, Malaga, Spain

Functie: Telesales and face to face

- COLD CALLING
- CLOSING DEALS
- SURPASSING TARGETS

Selling membership to an exclusive travel club, initially over the phone, later promoted to work the floor.

dec 2005 - jun 2007

Remax, Almunecar, Spain

Functie: Key Account Manager

- Key account manager/ Associate
- Web and office-based property sales.
- New client generation: 80%.
- Existing client base: 20%.
- Sourcing new properties.
- Advertising, viewings, closing sales, writing contracts.
- Coordinating with the banks, notary and registry office.
- Interpreting and translating relevant documents.

Regularly achieved the top slot on the target board through proactivity and determination working for the Almunecar office of the worlds number 1 estate agency.

jan 2000 - okt 2005

Granada Propiedades, Granada, Spain

Functie: Business partner and Sales Manager

- Built this company from scratch.
- Achieved an €80,000 net profit in the first year.
- Increased revenue by 50% following the 3 consecutive years.
- Secured 25 new sellers contracts per month.
- Built a reputable name for the company based on knowledge and integrity.

Vaardigheden

Talen

Microsoft Office	Goed	Marcom	Goed	English	Moedertaal
CRM	Zeer goed	MailChimp	Goed	Spanish	Vloeiend
Excel	Goed	Etouches	Goed	French	Goed
Power Point	Goed	Vtiger 5 & 6	Goed	Dutch	Redelijk
Social Media	Goed	Asana	Goed		

Hobby's en Interesses

Rugby, Traveling, Road Trips, Carpentry, Reading.

Referenties

WYSE Travel Confederation, David Chapman, Director General Management
00 31204212800
david.chapman@wysetc.org

High View Finances, Richard Riley/ Managing Director Management
+34608275778
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Roxburgh Financial, Andrew Ward, Sales Manager+ Management
+447983622024
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Profiel

A multilingual sales athlete, with a high energy, charismatic & likable personality, I rapidly build lasting connections with customers and colleagues alike. I have been described as being a natural with customers and having a positive influence on the office environment due to my genuine caring and fun loving nature.

I thrive on challenges and invigorate teams to achieve better results, constantly looking to streamline activities so as to reduce costs and increase revenue.

Recognised for having a hard work ethic with a go getter attitude, I am unafraid to step out of my comfort zone and improve my skills. Previous employers will be happy to recommend me. I have a proven track record and will be an asset to your business.

