

# David Brown

**Objective** Seeking an International Sales Management position in Information Technology where my extensive sales experience will be used to the full

**Experience** 1996-2001 Intel London, UK **National Sales Manager**

- Increased sales from £60 million to £100 million.
- Doubled sales per representative from £5 to £10 million.
- Implemented Internet sales grossing £25 million

1991-95 Teletrona Systems Edinburgh, UK **Northern Sales Manager**

- Increased regional sales from £95 million to £200 million.
- Expanded sales team from 30 to 60 representatives.
- Suggested new services adding £35 million to revenue.

1989-90 ESS Holdings Cambridge, UK **Senior Sales Representative**

- Increased sales by 300% annually.
- Closed deals with 100 major new accounts.
- Won over 25 competitor clients - adding £50 million to revenue.

1986-89 ESS Holdings Cambridge, UK **Sales Representative**

- Increased sales by 300% annually.
- Awarded company's highest sales award each year.
- Developed 'Winning Presentations' training course.

**Education** 1982-86 London University London, UK

- BA, Business Administration and Information Systems
- Captain of university Rugby Club.

1978-82 St Andrew's School Plymouth, UK

- 4 GCE 'A' Levels.
- President of school's Drama Society.

**Interests** St Andrew's Board of Governors, rugby, drama, chess  
Surrey, UK

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