

Jake Young

Renewable Energy Consultant



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EDUCATION

**BACHELOR'S DEGREE, BUSINESS
MAJORING IN MARKETING**
GRIFFITH UNIVERSITY
2017 — Present

**SALES FUNDAMENTALS – B2B,
B2C 1-1, 1-MANY**
CARDONE UNIVERSITY
2019 — Present

**HIGH TICKET SALES &
ENTREPRENEURSHIP**
DAN LOK TRAINING
2018 — Present

GOOGLE ADS CERTIFICATION
ALPHABET INC.
2019— Present

SKILLS

- Attention to Detail
- Customer Oriented Service Skills
- Enhancing Quality
- Providing Individualized Support
- Managing Time and Deadlines
- Verbal and Written Communication
- Verbal Communication

PROFILE

I am currently studying towards a Bachelors Degree in Business, majoring in Marketing, with a current GPA of 6.4 out of 7. In addition to studying for my Bachelors degree I am enrolled in two direct sales programs with industry leaders in the space and pursuing Digital Ad certification through Google. My experience in routinely liaising with clients and other stakeholders has built a customer centric service attitude and I look forward to building on this through continued professional and career development in direct sales and marketing roles.

WORK EXPERIENCE

RENEWABLE ENERGY CONSULTANT
SHARPE GROUP / 2019 — PRESENT

- Liaising with clients to design bespoke renewable energy solutions.
- Closing packages with a short sales cycle.
- Reporting to the MD and CMO to provide feedback on sales and marketing initiatives.
- Growing revenue through repeat business and referrals.
- Achieving revenue and volume based KPIs to grow revenue and increase profitability.
- Maintaining and catalog appropriate records.
- Facilitating on the job training and development of new sales consultants and electrical engineers
- Working with clients face to face, over the phone and through email to provide quotations and package revisions.

LINE SUPERVISOR – R&D CONTRIBUTOR

Vergola Worldwide / 2016 – 2019

Vergola is the first and most highly acclaimed high end opening closing louvered roof system. Vergola worldwide have distributors throughout Australia and in 6 countries around the globe:

- I was responsible for the output of all production machinery at the Vergola's Worldwide production facility.
- Facilitated the training of new staff and assisted with the onboarding process.
- During the 2017 calendar year I expanded productivity of Vergola's worldwide manufacturing facility by a factor of 50%.
- I was key contributor to a project to research and develop replacement machinery with a forecast return running in to 7 figure multiples in FY 19/20.

SKILLS

| Technical

| GOOGLE ADS

| MICROSOFT WORD

| MICROSOFT POWERPOINT

| MICROSOFT EXCEL

| ADOBE PHOTOSHOP

| ADOBE ILLUSTRATOR

| COREL DRAW X7

REFERENCES

REFERENCES AVAILABLE UPON
REQUEST

EDUCATIONAL EXPERIENCE

SALES TRAINING

CARDONE UNIVERSITY.

Cardone University is a sales training academy for sales consultants developing skills in all facets of direct sales by industry leading sales expert, multiple bestselling author and multinational training extraordinaire, Grant Cardone.

- Training in the fundamentals of sales, face to face, over the phone and through email
- Building skills in product presentation, assessing prospect needs and overcoming objections.
- Proven closing strategies for selling the right product to the right client.

HIGH TICKET SALES

DAN LOK TRAINING.

Dan Lok Training offer premium high-ticket sales programs and marketing courses lead by 2 times TEDx speaker, bestselling author and internationally renowned expert in the High Ticket sales space, Dan Lok.

- High Ticket Sales principals and the art of Closing.
- Product and price contrasting, framing and presenting offers.
- Phone sales techniques and closing deals over the telephone.
- Advanced sales strategies.

BACHELOR OF BUSINESS (MARKETING MAJOR)

MARKETING

My studies in marketing have lead to the opportunity to develop digital strategy for clients around Australia stretching from content creation, social media strategy, influencer campaigning, SEO, SEM and Email marketing.

- Working with clients to develop digital presence and build comprehensive integrated marketing strategy.
- Developed a broad understanding of the 4 P's and the major conceptual and theoretical principles of the marketing discipline.
- Use of research and marketing principles to apply practical solutions to a range of marketing related issues in a business context.
- Providing marketing solutions in collaboration with management teams.
- Performed at a high level throughout all marketing units scoring High Distinction marks in every subject.

BACHELOR OF BUSINESS (MARKETING MAJOR)

BUSINESS DATA ANALYSIS

- Use of tools in the Excel spreadsheet package to perform data and statistical analysis and create graphical interpretations.
- Production of bar graphs, pie charts, time series line charts, histograms, scatter charts and ogive curves.
- Analysis of data and relationships between variables through measurement of correlation coefficient, standard deviation, variance and regression modeling.

GOOGLE ADS CERTIFICATION

ALPHABET INC.

- Utilising Google Ads platform to create Google My Business listings.
- Fundamentals of SEO for Google and 3rd party search platforms.
- Principles of Search Engine Marketing and Display Network Advertising.
- Key word strategy for PPC SEM ads.
- Advanced understanding of Google Ad guidelines and protocol.