

CURRICULUM VITAE

PERSONAL DETAILS

Name	Mr Andrew Jacobsen
Location	Leicester LE1
Date of Birth	01.01.1985
Driving Licence	Full UK, Clean

PERSONAL PROFILE

Energetic, professional and self-motivated. A confident and decisive Manager with significant experience within the agricultural industry. Always looking for the next challenge and a new goal to meet.

EMPLOYMENT HISTORY

SEPTEMBER 2000 - PRESENT A BIG TRACTOR SALES CO SALES DEVELOPMENT MANAGER

- Regional Sales Manager managing a sales team covering North East England, responsible for profitability and hitting target.
- After take over in April 2002 working as Branch Manager progressing to Dealer Principal and currently after restructure, Business Development Manager. Responsibilities include setting targets, profitability and introducing new customers to ABTS. Andrew has secured over 30% of the tractor market share and dramatically increased the combine harvester share taking out many competitors.
- Dealer Principal responsibilities included full autonomy for the Branch working closely with management accounts, workshop and service Departments.

Achievements:

- Awarded "Salesperson of the Year" for 3 consecutive years (2005, 2006 and 2007)
- Hold company record for highest monthly revenue achieved by a Regional Sales Manager (214% of target)

Reason for leaving – Closure of business to retirement of the existing Managing Director.

Existing Salary - £32,000 Basic Salary + fully expensed car + £8,500 annual bonus potential + corporate benefits.

DECEMBER 1991 – SEPTEMBER 2000 AGRI-SALES LTD AGRICULTURAL MACHINERY SALESMAN

- Responsibilities included managing an area in all matters to do with sales, played a key part in reviving the ailing machinery sales division, instrumental in introducing several new franchises and taking telehandler sales from zero to over 230 units in less than 18 months

Achievements:

- Won "VIP" access" to the 2003 British Grand Prix for achieving £100,000 revenue in a month
- Promoted to Senior Agricultural Machinery Salesman within 12 weeks on joining the company

Reason for leaving – Relocated to the Midlands region

Salary - £22,000 Salary + £6,000 annual bonus potential + use of vehicle

JANUARY 1989 – DECEMBER 1991

TRACTOR MANUFACTURER

SALES MANAGER

- As Sales Manager, Andrew promoted and sold a range of Tractors for X brand and Y brand belonging to the Z Group.
- Worked closely with established product Dealers who retailed to private and commercial customers, as well as expanding his Dealership base by recruiting additional companies to take on the franchise.
- His most recent successful recruitment was a dealer who is now within the top three largest retailers for the company in the UK.
- Whilst here Andrew had a target of 5% market share but latterly this was sitting at around 7%.
- A large part of his role is advising dealerships of stocking, promotions, customer approach and aiding them in securing retail sales.
- After-sales care was also an element of his work as well as attendance at major agricultural shows/events and working directly with the public consumer.

DECEMBER 1981 – DECEMBER 1989

BIG AG CO

CAREER START

- Responsibilities included maintaining and increasing the customer base within the given area, the customer base was increased by pure cold calling and achieved great results in a short space of time.

EDUCATION & QUALIFICATIONS

1978 – 1981 Cirencester Agricultural College: BSc (Hons) Agriculture

HOBBIES & INTERESTS

Rugby, football, F1 racing and going to the gym. Current affairs and keeping up with Agricultural technology

REFEREES

On request