

Matthew Burrows

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### Personal Statement:

I am a highly motivated individual with a Bachelor's degree in with Business Management from the University of Stirling. Currently excelling as a Sales Branch Manager at Eco Experts, I am eager to bring my dedication and sales expertise to a role in the renewable energy sector or with a gas and electric company. My diverse work experiences have honed my adaptability, teamwork, and ability to excel in various settings.

Recently, I embarked on a journey traveling around the Philippines to explore potential places for settling. After this extensive exploration, my heart is set on committing to the move, to a city that resonates with my professional aspirations and personal preferences. It is with this newfound clarity and enthusiasm that I am applying for roles in Manilas vibrant job market.

I am excited about the opportunity to bring my skills and knowledge to the Philippines and am eager to explore the possibility of obtaining a 9(g) or Pre-Arranged Employee Visa Commercial, which would enable me to work in gainful employment in the country. I am confident that my qualifications, experience, and skills align with the requirements for this type of visa, and I am willing to provide any necessary documentation or information to support my application. I look forward to discussing this further and exploring how I can contribute to your organization in the Philippines.

### Work Experience:

As a Sales Branch Manager at Eco Experts (January 2021 - Present),

- **Team Training and Development** + Train a team in sales techniques to enhance their skills and knowledge + Increase renewable energy knowledge among sales staff.
- **Client Management** + Expertly advocate for and facilitate the adoption of solar PV, battery storage, and air source heat pump solutions + Guide clients through the entire process, from initial interest to successful implementation + Ensure a seamless transition to sustainable energy solutions.
- **Government Funding** + Navigate complex government funding processes + Help clients secure financial support for their renewable energy projects.

- **Market Analysis and Strategy** + Analyse market trends + Identify areas for improvement in sales strategy + Provide coaching and feedback to increase conversion rates and drive results.

- **Client Relationship Building** + Cultivate and maintain enduring client relationships + Foster a loyal customer base + Drive remarkable conversion rates.

- **Team Performance and Target Achievement** + Consistently motivate and guide the team to hit sales targets and exceed performance expectations + Develop and implement strategies to improve team performance and productivity + Foster a culture of accountability, teamwork, and continuous improvement within the sales team.

- **Commercial Contract Negotiations** + Negotiate commercial contracts with clients to ensure mutually beneficial agreements + Develop and maintain strong relationships with clients to drive long-term partnerships + Ensure contracts align with company goals and objectives while meeting client needs

#### **Scottish Power (February 2020 - January 2021) - Sales Executive (Full Time)**

- Skilfully engaged prospective clients over the phone and in person, effectively presenting the advantages of gas and electric services
- Negotiated various tariffs to tailor energy solutions that precisely met the unique needs of each client, ensuring optimal satisfaction and cost-efficiency
- Expanded knowledge of the energy industry, adapting to evolving market trends and regulations, and honed sales skills in a challenging, face-to-face sales environment

#### **Octopus Energy (May 2018 - February 2020) - Sales Executive (Full Time)**

- Proficiently marketed gas and electric tariffs, excelling both over the phone and in person, delivering substantial savings to customers while ensuring a seamless transition to new services
- Demonstrated deep expertise in the energy industry, remaining well-informed about various tariffs, regulations, and energy efficiency solutions
- Showcased exceptional sales skills, providing customers with unmatched deals, and consistently delivering high levels of customer satisfaction

#### **The Community Entertainers, The Friends of Lock Lane Park - Volunteer Treasurer (Part Time)**

- Managed funds for two local charities, demonstrating strong math and bookkeeping skills.
- Raised over £100,000 for local hospices and contributed to the development of a public park
- Received necessary training to enhance administrative.

#### **Education:**

- University of Stirling
  - Bachelor of Honours in Business Management
  - Class: 2:1
- St Wilfrid's Sixth Form College Featherstone (2015 - 2017)
  - Btec Sport - Principles of Anatomy and Physiology: Distinction, Merit, Merit
- St Wilfrid's High School, North Featherstone (2010 - 2015)
  - Notable Grades: English (B), Mathematics (C), Physical Education (B), Science (Merit, Merit), I.T. (Merit) English Literature (B)

### **Skills:**

As a seasoned Sales Executive with a proven track record in the renewable energy sector and gas and electric services, I bring a diverse skill set that aligns with the dynamic demands of the sales landscape. Exceptional interpersonal and communication skills empower me to build and nurture strong client relationships, driving successful negotiations and achieving optimal customer satisfaction. Proficient in navigating complex government funding processes, I am adept at securing financial support for renewable energy projects. My ability to adapt to evolving market trends and regulations, coupled with a keen understanding of various energy solutions, positions me as a strategic asset in promoting and tailoring energy services to meet the unique needs of clients. A results-oriented mindset, coupled with a commitment to meeting and exceeding sales targets, reflects my unwavering dedication to contributing to the growth and success of a forward-thinking organisation.

### **Interests:**

My passion for sports, particularly football, has been a constant and influential aspect of my life. Beyond the thrill of competition, my involvement in football has significantly contributed to the development of teamwork, communication, and social skills. I have a rich history of playing for prominent teams, fostering a deep appreciation for the strategic and collaborative aspects of the game. Whether on the field or as an avid spectator, my commitment to the world of sports reflects my dedication to discipline, perseverance, and the pursuit of excellence.