

Job Advertisement

Commercial Agent

VR connection

Sydney (NSW, Australia)

- **About us:**

Created in 2012, the « VR connection » is the world leader in the field of the virtual reality. We sell the best-performing VR glasses through the world. We are convinced every employee contributes to and shares in the VR company's success. In order to further develop the Australian market, we're looking for a salesman .

- **Missions :**

You'll be in charge of promoting our products and identifying our potential clients. You'll represent the company in Australia.

- **Required profile :**

Above all, you justify a strong commercial temperament. You have at least 2 years of experience in sales. You should be fluent in English and French. A knowledge of a third languages such as Arabic is an asset.

To apply or obtain more information please use our contact form.

Jordan Ragnarson

Commercial agent

✉ khalyamadj@gmail.com

📅 Date of birth 30/09/1990

🚗 Personal vehicle

📍 45 Oxford St London, W1D 2DZ ,
United Kingdom

🛂 Driving licence

☎ 0751125582

Accomplished bilingual commercial agent (English and French) with expertise in handling financial files and developing relationships, I am looking for new experiences as a commercial agent in Australia or Africa after having worked in the United Kingdom

EDUCATION

London Business School | London

GED From September 2007 to June 2012

Project management, introduction to business management, accounting

Cats London | London,

Baccalaureate From September 2004 to June 2007

Obtained with Very Good

WORK EXPERIENCE

Travelocity | London

Assistant Finance Manager From June 2018 to March 2020

Accounting management
Making appointments
Planning

First Choice Holidays | Liverpool, United Kingdom

Commercial Lines Account Manager From July 2017 to March 2018

Update of available products
Information on the latest offers
Reservations management

Samsung | San Francisco

Agent commercial From January 2014 to May 2017

Online order management
Information on specials

SKILLS

Relationship development

experienced

Financial records and processing

Expert

COMPUTER SKILLS

SAGE software

Expert

Quickbooks

Expert

LANGUAGES

French

Bilingual

Arabic

Intermediate

ASSETS

Adaptability

I love sharing my knowledge and I am ready to learn from others.

INTERESTS

**Football
reading**

TRAVEL

**Seychelles
New Zealand
Egypt
Japan**

📷 @Ragnarson

in @Jordan RAGNAR

📷 @nickname

Ragnarson Jordan
45 Oxford Street
London, W1D 2DZ
United Kingdom

May 5th, 2020

Vr-Connexion
Level 7 17 Jones St
North Sydney NSW 2060
Australia

Regarding : Sales manager of a hi-tech store at Sydney

Dear Sir or Madam,

I have learned about your need for a sales manager from July 2020. I am more than interested in this position, and believe that my education and employment background are appropriate for the position.

I worked for several companies in the trade sector at the end of my studies. My higher education allowed me to acquire many notions in the field of the economy but also on the relational side. At first I was able to put my knowledge to work in the Samsung company in San Francisco which is the leader in the telephone market. I worked as chief order manager for telephony but also for television sales. In my sales unit, I increased online sales by 30% thanks to better management of teams and time.

My second most significant experience was in 2018. I worked for Travelocity for 2 years, a travel agency located in London. My main role in this business was accounting management. Once again in this company I managed to improve the turnover thanks to the stricter control of the expenses and purchases of the company. This experience, once again allowed to implement my acquired from my different experiences but also from my training.

I would be delighted to work within your VR-Connexion company because you are a young company in full expansion and at the cutting edge of technology. I would love to be part of your team and be able to use my strengths to make the business evolve even more. My main qualities are, my interpersonal skills, my persistence, my analytical mind and my listening skills.

Enclosed is a copy of my resume, which provides more details about my qualifications for the position.

I look forward to meeting you during an upcoming interview.

Thank you for your consideration.

Sincerely,

Ragnarson Jordan

Vr-Connexion
Level 7 17 Jones St
North Sydney NSW
2060 Australia

May 6th, 2020

Ragnarson Jordan
45 Oxford Street
London, W1D 2DZ
United Kingdom

Subject : your application to the commercial agent position

Dear Ragnarson Jordan

Following the study of your application, we are pleased to invite you to have physical interviews on our premises, located at 17 Jones St North Sydney NSW 2060 Australia on May 8, 2020 at 9 a.m.

On this occasion, you will meet Ms. Williams responsible for human resources.

In order to allow you to get the most out of this job interview series, we invite you to consult our website www.vr-connexion.com, in which you will find more information on our activity.

We invite you to confirm your presence by simply replying to this email. We remain at your disposal for any questions you may encounter, and we wish you success in this series of interviews.

Best regards,

The human resources department,

The Interview Transcript

(Jordan Ragnarson, 10-05-2020, Sydney, Australia)

<i>Serena Smith (HR):</i>	Hello Mr. Ragnarson, nice to meet you. My name is Selena Smith, I am a human resources manager.
<i>Jordan Ragnarson:</i>	It's a pleasure to meet you too Ms. Smith. <i>(Shaking hands)</i>
<i>Serena Smith (HR):</i>	Follow me, we will go to my office. Did you have any difficulties finding us?
<i>Jordan Ragnarson:</i>	Not really, it was quite easy, I know this place very well, my cousin lives not far from here. And the instructions your college sent me were also very helpful.
<i>Serena Smith (HR):</i>	Nice to hear. Here we are. Have a seat, please. Would you like something to drink? <i>(they enter the office, Jordan took a seat)</i>
<i>Jordan Ragnarson:</i>	I would like some water please, thank you. <i>(Ms. Smith fills two cups with water, one for Jordan and the other for herself)</i>
<i>Serena Smith (HR):</i>	I will explain to you rapidly what our interview will be like. First, I will give you some information about the position you are applying for, then I will ask you some questions. The interview is a two-way exchange of ideas so, at the end, you will also have the opportunity to ask me anything you would like to know about our company, I will try to answer you as clearly as possible. Does that sound good for you?
<i>Jordan Ragnarson:</i>	Yes, that sounds fine for me, let's proceed.
<i>Serena Smith (HR):</i>	The role you are applying to is very ambitious. Our company is planning to implement a new, relatively small Marketing department in Australia, which will concentrate on marketing research, on sales and on advertising in Australia, and later (after 2-3 years) in other developed countries around Australia, more precisely in New Zealand, in Indonesia and in Malaysia. You will be in charge of leading a well-organized team, that's why a good experience in this area is required. The main idea is to promote our product and identify our potential... <i>(Jordan interrupts Ms. Smith while she is speaking)</i>

<i>Jordan Ragnarson:</i>	... Clients. I see... What you have just explained sounds really challenging, with lots of responsibilities.
<i>Serena Smith (HR):</i>	Sorry, I did not get the idea of your remark. Just to make sure, are you okay with that?
<i>Jordan Ragnarson:</i>	Oh, of course, I am! More than just okay, this position must be exciting, it will let me demonstrate my full protentional not just to our company but to myself too.
<i>Serena Smith (HR):</i>	Great! Now, tell me a little bit about yourself Jordan, please.
<i>Jordan Ragnarson:</i>	So, I'm from a family of four, my parents and my brother, all of them are lawyers, me I was more interested in a sales career because I think in this profession your hard work and strategic thinking always pay off. It is really fun but it can also be very frustrating, that's what makes it so challenging and rewarding. My parents taught me to always do what I want, and never give up, that's how I got here today.
<i>Serena Smith (HR):</i>	I like your perception. Can you tell me more about your experience?
<i>Jordan Ragnarson:</i>	My first significant experience was in the "Samsung" company, in San Francisco, as you know it is the leading company in technology. I was responsible for order management for mobile phone and television sales. I lead my team to revenue growth of over 30%. My second important experience was in 2018, I have worked for a company called "Travelocity" for 2 years, in London. In this company I was an accounting manager, I was analyzing accounting data and producing financial reports, I implemented new accounting methods which improved considerably the company's turnover rate.
<i>Serena Smith (HR):</i>	That's pretty good, I wonder if you ever make any mistakes?
<i>Jordan Ragnarson:</i>	Of course, I make mistakes, that's what makes us human, but I turn my mistakes into a valuable lesson and I go forward.
<i>Serena Smith (HR):</i>	What was a memorable mistake you made during your career development?
<i>Jordan Ragnarson:</i>	Hmm... <i>(drinks some water)</i> Let me think..... <i>(short pause, about 3 to 4 seconds)</i> A mistake I made was during my first job experience, I was talking too much, I was constantly trying to guess the customers' needs, most of the time I was right but not always, once I misunderstood the need of one customer, he got really angry at me, and he was totally right.

	Until then I learned to be more comfortable with silence, I started to listen carefully, and discovered that people love talking, expressing their thoughts, I learned to be a good listener, It really changed everything.
<i>Serena Smith (HR):</i>	What is most important for you: “money”, “client satisfaction” or “recognition”?
<i>Jordan Ragnarson:</i>	Well... (drinks once more the water) I would say “money”, If I make a lot of money for my company, It automatically means that the client is satisfied, else you can’t maintain a stable revenue growth for a long period of time. The recognition is also very important, but once you make a lot of money it will follow by itself.
<i>Serena Smith (HR):</i>	Last but not least question, where do you see yourself in five years’ time?
<i>Jordan Ragnarson:</i>	I think five years’ time must be enough to successfully implement our company in Australia and to develop good marketing strategies and delivery services outside Australia too, make our company famous in this part of the world. At this time, I will have enough knowledge and experience to go on another mission, in another part of the world where your company is not yet present, and make the exact same thing, from zero.
<i>Serena Smith (HR):</i>	A pretty good answer, Jordan. Thank you, I think I covered everything I was interested in. Do you have any questions for me?
<i>Jordan Ragnarson:</i>	Yes, I have some questions. You mentioned that if I will be accepted on this job offer, I will have a team, which I will lead to accomplishing the goals. I would like to know how many people will be on my team?
<i>Serena Smith (HR):</i>	Well, I think, for now, you will have 5 people at your disposal in your team but you will have the possibility to discuss it with the CEO, if you need more members in your team he will be okay with that, you just need to convince him using your arguments.
<i>Jordan Ragnarson:</i>	I would also like to understand your product better, will I have the opportunity to see one of your factories and your products?
<i>Serena Smith (HR):</i>	Yes, of course, once you are accepted in this position, we will offer you some of our best selling products, It is a nice welcoming gift but also the way to discover our product. We will also plan a visit to the factory in Japan if you are curious.
<i>Jordan Ragnarson:</i>	That sounds really good, I don’t have any more questions. I think everything is clear, I hope that I have convinced you that I am a suitable candidate for this role. Thank you very much for your time today.

Serena Smith
(HR): Thank you for your time too. I've enjoyed meeting you, you will hear from us soon, we will send you an email by tomorrow to inform you about our decision.

Jordan
Ragnarson: Goodbye and hope to see you again.
(shaking hands)

Notes:

Positive	Negative
A firm handshake	Poor listening skills but aware
Body language	<i>Extremely confident</i>
Eye contact	
Very satisfying experience	
Logical, smart	
Motivated	
Curious	
<i>Extremely confident</i>	
Leader	
Strong leadership qualities	
Determined	



EMPLOYEE PERFORMANCE REVIEW

Jordan Ragnarson

Employee Information

Employee Name : Jordan Ragnarson

Employee ID : 01 90 54 34

Employee Position : Commercial agent, salesman

Country : North Sydney NSW 2060, Australia

Reviewer Name : James Anderson

Reviewer Position : Chief executive officer

Current Responsibilities *(Job description)*

1. Sell our products to costumers in Australia.
2. Present our newest products and services to the customers.
3. Explain our company's values to the costumers.
4. Implement new marketing strategies (for example: advertising, sending brochures, engaging with clients via social media, making presentations).
5. Guarantee our customers' satisfaction.
6. Understand and implement reliable pricing strategies.
7. Create a financial plan.
8. Take into consideration customer feedbacks.

EMPLOYEE PERFORMANCE REVIEW

Jordan Ragnarson

Overall Performance

1. Jordan is without a doubt a group leader.
2. Jordan managed to create a very successful and self-organized team.
3. Jordan chooses the tasks carefully for each team member, based on their profile, their facilities and their strength in the specific field linked to the task.
4. Jordan is not uncomfortable to seek help from colleagues when needed, this plays a vital role in time management which guarantees efficiency.
5. Jordan has a very good relationship with his coworkers.
6. Jordan helps team members when needed.
7. Jordan is careful about deadlines.

Overall Personality

1. Self-motivated.
2. Perfectionist.
3. Jordan has good professional knowledge of his job.
4. Calm.
5. Friendly and polite.
6. Self-confident.

Performance Assessment + goals achieved

1. Jordan achieved 75% of the goals, an excellent result considering that the goal completion was challenging and the bar was set fairly high.
2. Upon arrival, Jordan spotted a major deficiency in our marketing politics on social media accounts. The tweak he proposed has increased the sales by 7% in the following weeks.
3. Jordan with his team managed to grant free shipping to customers in Perth, Alice Springs, Tasmania and New Zealand with low expenses by signing a deal with a newly created local delivery company. The initial goal was only Tasmania.

EMPLOYEE PERFORMANCE REVIEW

Jordan Ragnarson

Areas of excellence	Areas in need of improvement
Communication and teamwork	Ethics and integrity
Job knowledge	Attitude
Creativity and innovation	
Critical thinking	
Leadership and mentoring	
Time management	

Future goals

1. Create a training team to train future employees.
2. Make a full client list, with detailed information of each client.
3. Implement a factory in Indonesia.