Mark Thewlis

Sales Manager, South East

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Profile

Sales manager with nine years in B2B field sales, the last four leading eight sales executives across the South East. Took the team from 92% to 108% of a £2.4 million new business target in two years, recruited and trained five of the eight, and presents the forecast to the sales director every month. Looking for a regional sales manager post.

Experience

Sales Manager, South East, *Merlin Hygiene Services, Reading* **2022–present**

- Lead eight field sales executives selling washroom and hygiene contracts to offices, schools and factories; target £2.4 million a year in new contract value.
- Took the team from 92% of target in 2023 to 108% in 2025 by redrawing territories by postcode and setting weekly visit and proposal goals.
- Recruited and trained five of the eight; monthly one-to-ones and ride-alongs with each.
- Build the monthly forecast in Salesforce and present won, lost and pipeline figures to the sales director.
- Opened schools as a new market: 46 signed in 2024–25.

Senior Sales Executive, then Field Sales Executive, *Merlin Hygiene Services, Reading* **2017–2022**

- New contracts with businesses in Berkshire and Oxfordshire; over target four years out of five and the region's top seller in 2021.

Education

BA (Hons) Business Management, *University of Elmbridge* **2014–2017**

Skills

- Recruiting, coaching and ride-alongs
- Territory planning and target setting
- Forecasts and pipeline reports in Salesforce
- Tenders and proposals for schools and councils
- Negotiating multi-site contracts

Additional information

Member of the Institute of Sales Professionals. Full UK driving licence.