

Richard Parker

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Career Objective

To use the skills developed over 25 years successful experience in building and a further 10 in sales and marketing of roofing products and services to the building trade with the aim of providing excellent service to inbound customers at Barnard's Building Supplies and Hardware. This will result in strengthening and growing the existing loyal customer base and so increase sales, market share and profitability.

Professional Experience

Account Manager / Sales

Over-the-Top Roofing Centre, Geraldton 2003-2015

- Set up a 'supply and fit' service to the domestic building industry throughout the Mid-West Region. This enabled the start-up company to gain significant market penetration against two already well-established, national roofing suppliers.
- Built and maintained a loyal customer base across the whole region. This has enabled me to meet all sales targets in spite of a depressed building market.

Builder / Site Supervisor

Carnegie Constructions, Geraldton, 1993-2003

- Responsible for the construction of the Garth Penderbury project, a \$27 million hospitality development at Yalgoo. The project consisted of a 3-storey hotel, 52 self-catering units, 5 restaurants and an information centre. The Garth Penderbury Centre now caters for about 20,000 tourists a year.

Builder

Self-employed, Perth, 1978-1993

- Worked mainly in the new housing / renovation area.

Relevant Training

Certificate IV in Business Sales

TAFE WA, 2005

Certificate IV in Building and Construction (Estimating)

OTEN (Open Training and Education Network), 1998

Building Certificate

Perth Technical College, 1978

Community Involvement

Member

Geraldton Lions Club since 1994

- Club President, 2006
- Currently Tail Twister

Personal Information

Health excellent

Non-smoker; play social golf

Happily married 38 years

2 sons, both adult

Referees

Ben Knight

0448 136 836

General Manager

bknight@overthetop.com.au

Over-the-Top Roofing

Harry Everglade

0417 123 069

(President, Geraldton Lions Club)

harry@everglade.com.au

Owner / manager

Everglade Constructions

Key Personal Strengths

- Strong communication and interpersonal skills
- Committed to providing excellent service to customers – understanding client needs and ensuring that they are fully met
- Well organised, efficient, reliable and hard working – I like to get the job done to the best possible standards within the right timeframe