

PAUL THOMPSON

Sales and Marketing Director & Camping Guru

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Hampshire



EXPERIENCE

Sales and Marketing Director
VoyagerSoftware.com Mar 2005 – now

- Leading the Sales and Marketing teams for the global Voyager brand, a company with a range of Recruitment Software solutions spanning the entire Recruitment landscape in the UK and overseas
- From a virtual start-up in 1999 built a name and brand in a market with over 200 competitors
- Launched 5 different product offerings
- Nurture relationships with Recruiters, professional bodies and anyone interested in the future of Recruitment technology
- Have personally sold to 750+ Recruitment organisations which contributes £3m+ in sales and recurring revenues

Player Manager / Coach
VoyagerSoftware.com Mar 99 – Mar 05

- Approached by Voyager to join an existing team offering guidance and direction with a view to raising the profile of the business, establishing Voyager amongst the growing competition.
- As 'player manager' I lead by example managing Telesales, Marketing staff and professional bodies.
- 2000 - Duplicated my UK success in Sydney Australia

Recruitment Manager
Laser Computer Recruitment Feb 97 – Mar 99

- Recruited to join an existing team of five, as Junior Recruitment Consultant growing a team to seven
- Consultation with clients to understand their business
- Headhunting and sourcing candidates through database searches, advertising and referrals

ATTITUDE TO LIFE

*“Dream **BIG**, work **HARD**, stay **FOCUSED** and surround yourself with **AWESOME** people”*

A DAY IN MY LIFE



MOST PROUD OF

- The team surrounding me at work
- Voyager's success
- My ability to turn off work when I'm with family
- Motivating people in and out of the office
- My Camping Jedi status amongst friends
- My relationships

STRENGTHS

- Hardworking, no-one works harder
- I've been blessed with good health - 2 days sick
- Recognising my mistakes and moving forward
- My dedication to the cause

LANGUAGES

Fluent in **Sales** ★★★★★
Fluent in **Motivation** ★★★★★
Fluent in **Marketing** ★★★★★

EDUCATION

Bracknell Business College
National Diploma with Distinction in International Marketing and Business studies 92-94
Winslow School
Buckingham 6th Form College