

# STEPHEN POWER

+353 (0) 85 7835323

info@stephenpower.net

ie.linkedin.com/in/stephenpower1/

www.stephenpower.net

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## ABOUT ME

An experienced professional with 12 years experience in sales & relationship management, a degree in business and a masters in marketing. A hard working individual who strives in a fast paced and highly pressurised environment.

## STRENGTHS

Organisation

Negotiation

Leadership

Public Speaking

Relationship Building

Mentorship

Target Hitting

Sales Coaching

## CHARITY WORK

- Cycled 600k from Croatia to Venice over 5 days in 2017, raising \$7k.
- Cycled the length of Ireland (700km) in 2019, raising \$5k.
- Climbed to Everest base camp, raising \$3k for humanitarian efforts in Ukraine.
- Managed a charity bookshop at an Irish Festival for 4 years, raising \$10k.

## HOBBIES & INTERESTS

- Early morning Gym goer, going at 7am most days before work.
- Keen golfer, playing to a 7 handicap.
- Former soccer player but 3 surgeries in the past 7 years have told me to retire. Have taken up running, cycling and swimming instead.
- I love travelling and have been all over the globe in the past year, seeing 3 world wonders.

## REFERENCES

AVAILABLE ON REQUEST

## PROFESSIONAL EXPERIENCE

### SABBATICAL

Jan 2022 – Jan 2023  
Global

#### World Traveller

- Backpacking around the world achieving several personal dreams of mine.
- I have climbed to Everest base camp, learned how to kitesurf, become a paragliding pilot and achieved my PADI diving license.

### GOOGLE

Jan 2018 – Jan 2022  
Dublin

#### Agency Development Manager

- Drove significant business growth across Google's major agency partners in the UK.
- Led a pod of 4 senior sellers that looked after a portfolio of \$110m per annum.
- Led on quarterly sales plans and pod strategy.
- Delivered on detailed joint business plans with my agencies at C-Level, helping them achieve their short, medium and long term goals.
- Successfully led on a number of EMEA-wide projects outside my core role, delivering end to end from strategy to execution.
- Built multi-quarter pipeline in line with priority growth areas, such as video and automation.

### GOOGLE

Jan 2016 – Jan 2018  
Dublin

#### Senior Account Manager

- Provided strategic advice to Agencies, consulting with them on their top clients.
- Challenged traditional media plans and delivered creative digital solutions.

### GOOGLE

Sep 2013 – Jan 2016  
Dublin

#### Associate Account Strategist

- Worked directly with small and medium sized enterprises within the UK, helping them to grow their businesses through Google Ads.

### ZEVAS

May 2009 - Aug 2012

#### Sales Agent

- Sold UPC broadband and telephone packages.

## EDUCATION

### M.SC.MARKETING

2012- 2013

#### UCD Michael Smurfit Graduate Business School

- Result: 2.1
- Elected as class representative for the year.

### B.COMM

2007- 2011

#### University College Cork

- Result: 2.1
- Played for UCC Soccer Team. Member of the successful 2009 Crowley Cup team.

## ROLE RELATED SKILLS

### SALES COACHING

- Official mentor & sales coach for new hires.
- Ran over 100 one to many sessions for new hires on Call Opening and Active Listening.

### PUBLIC SPEAKING

- Presented in front of a significant audience over 50 times during my time at Google. Chosen as MC for larger marketing events 4 times.

### TARGET HITTING

- Hit 96.8% of my targets in my time at Google.