

Emmanuel Nanang

Field Sales Executive @ Pip & Nut | B Corp

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Essex, United Kingdom

SUMMARY

Results-driven commercial professional with hands-on experience leading performance across retail, operations, and customer-facing environments. Proven ability to operate autonomously, influence stakeholders, and deliver measurable sales outcomes. Known for maintaining high standards, solving complex problems, and driving momentum under pressure. Demonstrates strong leadership potential through coaching, relationship-building, and ownership of results. Now seeking a first formal people leadership role within a growth-focused organisation.

KEY ACHIEVEMENTS

- Delivered £9,000+ in retail sales value within 8 weeks by leading an 18-store sales competition across the Tesco network. Achieved peak sales of 220 units per week in the top-performing store.
- Led territory execution across 9 Tesco stores, securing full product range distribution and maintaining consistent availability.
- Won a new product listing at Liverpool Street Tesco, achieving 183 units sold in week one through strategic placement and in-store activation.
- Influenced store leadership to install 6 Off-Fixture Displays across 2 key locations, driving a combined 395 units sold in one week.
- Built and maintained relationships across 147 retail locations, acting as the primary point of contact and driving commercial performance.
- Operated with full autonomy, prioritising activity, resolving issues, and consistently delivering against sales targets.

KEY SKILLS

- Leadership & Team Influence – motivating, guiding, and aligning others to deliver results.
- Stakeholder Management – building trust across retail teams, customers, and partners.
- Commercial Execution – driving sales, distribution, and in-store performance.
- Problem Solving & Decision Making – logical, fast, and outcome-focused
- Communication & Influence – clear, direct, and credible at all levels
- Operational Ownership – managing end-to-end processes with accountability
- Adaptability & Resilience – maintaining performance in fast-paced environments

PROFESSIONAL EXPERIENCE

Field Sales Executive

03/2025 - Present

Pip & Nut | B Corp

- Manage relationships and commercial activity across 147 retail stores, working closely with store teams to improve product visibility, availability and rate of sale.
- Led territory execution across 9 Tesco stores, securing full product range distribution and identifying opportunities to increase sales.
- Grew Liverpool Street Tesco to 183 units in its first week through strong store engagement, sampling and in-store execution.
- Led an 18-store sales competition across Tesco stores, with the top-performing store increasing sales to 220 units per week.
- Generated £9,000+ in retail sales over 8 weeks through targeted store engagement and sales initiatives.

- Secured new listings and additional distribution opportunities by building relationships with store managers and demonstrating the commercial opportunity..

Founder & Director
Emmanuel Freeman

09/2020 - Present

- Founded and led a creative business, taking full ownership of strategy, operations, and performance.
- Managed budgets, financial planning, and cost control to ensure sustainability.
- Built and scaled brand presence through marketing and digital channels.
- Developed operational systems across production, logistics, and customer service.
- Made key commercial decisions across pricing, supply chain, and growth strategy.

Customer Operations Specialist
Octopus Electric Vehicles | Octopus Energy Group

03/2025 - 06/2025

- Owned the end-to-end customer journey, coordinating onboarding, delivery, and post-sale support.
- Managed complex contract implementation, ensuring accuracy, compliance, and timely execution.
- Acted as a key escalation point, resolving issues and maintaining customer trust.
- Collaborated cross-functionally to improve workflows and operational efficiency.
- Delivered clear and proactive communication, enhancing customer experience throughout.

Outreach Specialist
British Red Cross

11/2023 - 04/2024

- Delivered community-based support programmes in partnership with NHS and local authorities.
- Supported individuals facing mental health challenges through structured coaching approaches.
- Built strong relationships with stakeholders to improve access to services.
- Maintained calm, clear communication in complex and high-pressure situations.

Rehabilitation Assistant | Integrated Community Team
NHS | North East London Foundation Trust

02/2020 - 11/2023

- Delivered clinical support in a fast-paced hospital environment.
- Assisted in rehabilitation programmes, adapting interventions to patient needs.
- Communicated progress to multidisciplinary teams to support care planning.
- Maintained high standards in line with NHS policies and values.

EDUCATION & DEVELOPMENT

BSc Sports Therapy (Placement Year)
Coventry University

Health Coaching Development Skills
TPC Health (2024)

Health Coaching Development Skills
TPC Health (2024)

BTEC Sports Science & Exercise
Seevic College

Additional: Beginner & Advanced Italian

ADDITIONAL INFORMATION

- Experience working across healthcare, retail, and commercial environments
- Strong interest in leadership, team development, and performance improvement