








EMMANUEL OTAYEBWA

PROFESSIONAL SUMMARY

Effectively promotes products and increases revenue by connecting with customers and recommending target offerings. Organised, adaptable and knowledgeable about preparing displays, merchandising shelves and assisting customers. Drives loyalty with friendly and skilled support.

CONTACT

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-  Ugandan
-  Dubai manual license

SKILLS

- Analysed sales performance through weekly reports across varied product areas and channels.
- Monitored point-of-sale purchases to appropriately balance categories and items.
- Hit planned stock targets through strategic ordering and intake management.
- Improved buying decisions through focused sales, revenue and gap analysis.
- Communicated professionally with international supply and client teams to maintain smooth stock flows.
- Replenished fixtures regularly to maintain stock levels, organisation and visual appeal.
- Maximised sales by delivering strong merchandising and product availability.
- Kept store tidy to maintain cleanliness and quality standards.
- Examined expiry dates to avoid spoilage of products.

LANGUAGES

WORK HISTORY

Retail Sales Associate 02/2017 - 05/2018
CAPITAL SHOPPERS - Kampala, Uganda

- Completed purchases with cash, credit and debit payment methods, providing customer receipts for reference.
- Resolved customer complaints and process issues with proactive problem-solving skills.
- Actively participated in daily and department meetings, providing insights and recommendations.
- Drove sales results through building and maintaining strong and thoroughly updated client portfolio.

Sales Assistant 06/2018 - 11/2019
SHOPRITE STORE - Kampala, Uganda

- Assisted customers with product selection and sales, recommending items to increase transaction value.
- Updated product labelling and pricing to reflect discounts and offers.
- Maintained impeccably high standards store presentation and hygiene through cleaning.
- Completed purchases with cash, credit and debit payment methods, providing customer receipts for reference.
- Monitored and reported suspicious activity to security officer to avoid theft.
- Consistently delivered revenue and performance KPI targets through outstanding retail service and sales abilities.
- Presented product features and benefits, performing product demonstrations to help visualisation.

Retail Stocker 06/2020 - Current
MAJID AL FUTTAIM RETAIL-CARREFOUR - Dubai, United Arab Emirates

- Kept store tidy to maintain cleanliness and quality standards.
- Rotated stock and checked sell by dates to minimise wastage.
- Examined expiry dates to avoid spoilage of products.
- Repositioned shelves and display to showcase fast-selling product.
- Inspected delivery product quality and quantities.
- Maximised sales by delivering strong merchandising and product availability. Arranged shelves to increase visibility and accessibility of products.

English:



Native

- Sorted and distributed incoming merchandise to display stock.
- Priced merchandise and verified accuracy of amount.
- Monitored shelves for faulty, damaged or out-of-date stock and followed appropriate procedures.
- Minimised waste through effective stock rotation, organising goods according to expiry date.
- Stocked and faced-up shelves to create eye-catching displays and present merchandise effectively.

EDUCATION

Degree: Business Administration , 04/2016 – 08/2018

Makerere University – Kampala Uganda

ACCOMPLISHMENTS

- Collaborated with team of 40 in development of rearrangement of sheives in the store in 3 days .

CERTIFICATIONS

- Dare to day change tomorrow (Majid Al Futtain)
- Retail Customer Ecellence program(personal responsibility)
- Retail Customer Ecellence program(Helping an upset customer)
- Fire prevention and Evacuation
- Net Promoter score