



# BRIAN AUSTIN KAMAU KIMANI

+971589025007

Email Address: @brianaustinkimani@gmail.com

VISA STATUS: OWN Emirates ID joining period immediately

## SUMMARY

Experienced and results-driven graphics designer and sales representative with a proven track record of exceeding targets and delivering exceptional customer experiences. Adept at building strong relationships with clients to understand their needs and provide tailored solutions. Skilled in product knowledge, effective communication, and problem-solving. Consistently recognized for outstanding sales performance and a commitment to delivering high-quality service. A team player with excellent interpersonal skills, able to collaborate with cross-functional teams to achieve organizational goals. Seeking to leverage my expertise in graphics, customer service and sales to drive revenue growth and enhance customer satisfaction in a dynamic and customer-centric organization.

## WORK EXPERIENCE

**January 2022 to May 2024**

**Naivas Supermarket**

**Position: Sales Merchadizer**

Duties and Responsibilities

Planning and developing merchandising strategies

Analyzing sales figures, customers reactions and market trends to anticipate product needs

Collaborating with buyers, suppliers, distributors and analysts to negotiate prices, quantities and time-scales

Maximise customer interest and sales levels by displaying products appropriately

Produce layout plans for stores and maintain store shelves and inventory

Forecast profits/sales and plan budgets

Monitor stock movement and consider markdowns, promotions, price changes, clear outs etc

Build constructive customer relationships and team with channel partners to build pipeline and close deals

Remain up to date with industry's best practices

## EDUCATION

**NIBS Technical College.**

Diploma in Engineering  
2018\_2020

**NIBS COLLEGE**

Diploma in Electrical  
Engineering  
2017

**SKYLINE MUGUGA SECONDARY  
SCHOOL**

KCSE Certificate

## STRENGTHS

Excellent Communication and  
Interpersonal skills

Problem-Solving Skills

Integrity and Trustworthiness

## CERTIFICATION

International Computer Driving  
License

(ICDL 1&2)

Institute of Advanced  
Technology. (2019)

Driving license

AA Kenya (2018)

## PASSIONS

Football

Dancing

Meditation

Listening to Music

## LANGUAGES

English Native

Kiswahili Native

## REFERENCES

To be provided upon request.