

CONTACT

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OBJECTIVE

Seeking a position with your company to better utilizes specialized skills and knowledge in a professional environment and challenging opportunities, enhancement of learning, and growth using a combination of training and experience skills. An individual highly skilled at handling all aspects of sales and client interaction who consistently strives for excellence while demonstrating superb interpersonal skills. A self-motivated team player with excellent communication skills who understand the importance of being available to assist the company in achieving its overall mission. Always strives to be the best in what i do and work with minimal supervision.

EXPERIENCE

September 2022 - To
Date

- **Sales Person**

MAJIDU AL FUTTAN (DUBAI)

- Driving sales through engagement with customers, suggestive selling and shearing product knowledge
- Greeting and receiving customers in a welcoming manner
- Responding to customers questions
- Documenting sales by creating or updating customer profile records
- Managing financial transactions
- Processing payments by totalling purchasing checks, cash and store or other credit or debt cards
- Assisting with inventory including receiving and stocking merchandise
- Keeping clientele informed by notifying them of preferred customer sales and future merchandise of potential interest

January 2020 - March
2022

- **Sales Representative**

SMS CAPITAL (DUBAI)

- Maintaining the technical expertise and product knowledge necessary to make sales.
- Achieving sales quotas within a protected territory.
- Identifying target customers.
- Identifying key decision makers.
- Having meetings with potential clients to analyze their needs and present appropriate solutions.
- Negotiating sales contracts.
- Preparing reports of business transactions.
- Resolving unique customer issues.
- Preparing presentations, proposals and sales contracts.
- Compiling lists of prospective customers for use as sales leads.
- Making calls as required to collect receivables.
- Writing up promotional material.
- Maintaining professional relationships with work colleagues and customers.
- Preparing sales quotations and proposal.

February 2017 -
December 2019

- **Real Estate Advisor (2019Team Leader)**

GENUINE ESTATES UGANDA LTD (UGANDA)

- Generate client leads to buy, sell, and rent a property.
- Counsel clients on market conditions, prices, and mortgages.
- Develop a competitive market price by comparing properties.
- Create lists for real estate sale properties, with information location, features, square footage, etc.
- Show properties to potential buyers and renters.
- Present purchase offers to sellers.
- Facilitate negotiations between buyers and sellers.
- Review purchase contracts to ensure terms are met.
- Promote properties with ads, listings, and open house
- Maintain and update listings of available prop

2015 - 2016

- **Sales Specialist**
MR PRICE KAMPALA - OASIS MALL (UGANDA)
 - Selling and promoting store items.
 - Ensuring high levels of customers satisfaction through excellent service.
 - Respond to customer complaints and concerns in a professional manner.
 - Serves customers by selling products and meeting customer needs.
 - Establish, develop and maintain positive business and customer relationships.
 - Arrange store items in a presantable manner

EDUCATION

- **CAVENDISH UNIVERSITY**
O- Level and Advanced Level
Pass
- **CAVENDISH UNIVERSITY**
Records Managment
Pass
- **YMCA INSTITUTE**
Sales and Marketing
Pass

SKILLS

- • Fluent in written and spoken English. • Safety awareness. • Excellent customer service. • An ability to follow rules and procedures. • Teamwork. • Remaining calm under stressful situations. • Reliability, flexibility and adaptability. • Empathy and understanding. • Time management skills • MS Word • MS Excel • MS PowerPoint • MS Outlook