

## DAVID I. BUKALO

### CONTACT

📍 Dubai, UAE.  
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@ davidinganga1999@gmail.com

Dear Hiring Manager.

#### **REF: JOB APPLICATION – SALES REPRESENTATIVE.**

Upon learning about the Sales Representative posting in your company, I am eager to contact you with my interest. When reviewing the job description, I was excited to see how well my experience aligns with your company's needs and position requirements. From reading your company's website, I feel your core mission and culture suit what I offer as a professional.

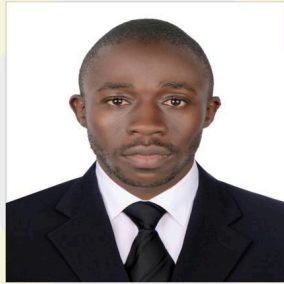
As an adept Customer Service Representative, I have a well-rounded skill set in loss prevention and honed talents in retail merchandising and sales promotion support, making me an ideal fit for the Sales Representative position. Further, I am a recognized expert in problem-solving and a communicative collaborator. My previous roles have strengthened my capabilities in innovation and decision-making, including keen attention to detail and accuracy.

I am excited at the prospect of bringing my talents to your company. I look forward to hearing from you, at your earliest convenience, to discuss how my experience and qualifications will prove valuable in the Sales Representative role.

Thank you for your time and consideration.

Sincerely,

**David Bukalo.**



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## PERSONAL DETAILS

Nationality : Kenyan  
Languages : English and Swahili - Fluent  
Working Experience.  
Visa : Visit visa  
Status

## SKILLS /COMPETENCE

Product & Services Knowledge.



Interpersonal Skills.



Ability to create client Rapport & and maintain the same.



Critical Thinking Skills.



Collaborative Worker.



## CAREER SUMMARY/ OBJECTIVE

Seeking a sales job that offers a vibrant workplace where I can use my solid sales experience and proven customer-relationship strengths to achieve challenging sales goals. A highly engaged and positive team player with a strong customer focus and the motivation to deliver exceptional sales results.

## PROFESSIONAL EXPERIENCE

### Sales Representative

2021 – 2023

#### FINANCIAL FREEDOM PROJECT, KENYA

- Resolved concerns with products or services to help with retention and drive sales.
- Maintained accurate and current customer account data with manual forms processing and digital information updates.
- Helped a large volume of customers every day with a positive attitude and focus on customer satisfaction.
- Coordinated responses and resources to handle special client requests.
- Developed working knowledge of CRM to effectively track sales leads and activities.
- Collaborated with sales and marketing teams to create and execute promotional campaigns.
- Met with existing customers and prospects to discuss business needs and recommend optimal solutions.

### Sales Associate.

2018 – 2020

#### BRITE MANAGEMENT SERVICES, KENYA.

- Effectively located merchandise across various stores to address customer needs.
- Met with existing customers and prospects to discuss business needs and recommend optimal solutions.
- Organized sales paperwork, presented proposals, and finalized contracts.
- Exceeded goals for new accounts in a single sales cycle.
- Created strategies to develop and expand sales of services to existing customers which resulted in a significant increase in annual revenue.
- Effectively sold significant overstock of inventory, reducing

overhead and improving cash flow.

- Increased sales by offering advice on purchases and promoting additional products.

## EDUCATION

### **Customer service /care**

ALISON ONLINE COURSE

### **Air Cabin Certificate**

EAST AFRICAN SCHOOL OF AVIATION. KENYA

### **Kenya certificate of secondary education**

ELUCHE SECONDARY SCHOOL.