

EYOB WONDIFRAW TEBEJE

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Outdoor Sales Executive: Productive Sales Executive with 2 years of experience in developing strong relationships to grow sales. Enthusiastic sales professional with background in cold calling and lead generation. Delivers impeccable product demonstrations and presentations. Achieves high conversion rates with tailored sales approach.

Experience

04/2022 to 04/2023

OUTDOOR EXECUTIVE SALES

KAMUR MODERN Interior, Addis Ababa

- Managed customer relationships through consultative sales techniques to attain individual sales goals.
- Contacted current and potential clients to promote, upsell and cross-sell products and services.
- Contacted customers to set-up appointments, monitor satisfaction levels and upsell additional offerings.
- Liaised with potential customers to determine needs and provide recommendations.

02/2021 to 03/2022

SALES EXECUTIVE

CONMART, Addis Ababa

- Contributed to technical meetings and discussions regarding materials-related research and development activities.
- Compiled and shared laboratory reports, presenting obtained test results clearly and concisely to stakeholders.
- Provided technical advice and support for marketing team to highlight unique material properties.

Technical Skills

- **Operating Software:-** MS Excel, MS Word, MS Power Point, and MS Project

Personal Information

Date of Birth: - February 12, 1989

Sex: - Male

Marital Status: - Married

Nationality: - Ethiopian

Highlights

- Upselling expertise
- Client communication
- Sales and market development
- Interpersonal communication
- Project management
- Quick learner
- Ability to motivate staff and maintain good relations

Education

Bachelor of Science: - Civil and Urban Engineering

Graduation Year - 2013

Distinction with 3.45 GPA

Hawassa University

Ethiopia

Hobbies

- Watching Technology Documentaries
- Reading Project Management

