



# DAMARIS ESHIWANI

## Sales Representative

✉ damarisheshiwani23@gmail.com

☎ 0507850524

📍 United Arab Emirates

🌐 Damaris Eshiwani

### EDUCATION

Certified Public Accountant (CPA)  
Part 1,2,3,4,5,6  
**Cambridge Institute of Management**  
KASNEB  
2018 - 2022

Diploma in Business Administration  
**Cambridge Institute of Management**  
2013 - 2015

Kenya Certificate of Secondary  
Education (KCSE)  
**St. Monica Chakol Girls High School**  
2008 - 2011

### SKILLS

- Excellent customer service skills
- Strong communication and interpersonal skills
- Attention to details and accuracy
- Flexible-able to work different shifts
- A team player
- Problem solving abilities

### PROFILE SUMMARY

I am a passionate sales representative professional who initializes and manages relationships with customers. Dedicated, energetic, and flexible salesperson eager to leverage over one year of experience in product sales and negotiations toward supporting large-scale sales initiatives for a business championing excellent customer service and innovation. Responsible professional obsessed with learning new systems and workflows. Always endeavor to become the best marketing and sales representative whenever I get the opportunity.

### WORK EXPERIENCE

#### **Biba Store (Dubai Outlet Mall)**

#### **Sales Associate**

May 25, 2024 - June 6, 2024

- Spearheaded product promotion that increased sales by 30%
- Assisted customers to find specific products by providing advice and recommendations.
- Answered customer questions and resolved any customer complaints.
- Operated point of sale system and processed customer transactions.
- Provided excellent customer services.

## LANGUAGE

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English

### **Kampala Boutique (UAE)**

#### **Sales Representative**

**September 2022 - January 2024**

- Successfully spearheaded sales activities such as sales promotion and increased revenue growth by 40%.
- Handled cash by receiving cash/credit payment from customers and returning correct balance
- Engaged in prospecting and lead generation that led to a 20% growth of customer base.
- Actively participated in market and competitor analysis.

### **Mini Bakeries Company (Kenya)**

#### **Cashier**

**March 2020 - June 2022**

- Sufficiently and efficiently managed cash at hand and all transactions and minimized errors by 60% through excellent bookkeeping of the same.
- Successfully eliminated losing money through theft and confusion by counter checking and ensuring accuracy and tight security of the cash.
- Actively verified that all I.O.U's in my possession were signed by the manager and Assistant Operations Manager as directed.

## REFERENCES

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#### **Gloria Asiko**

Assistant Accounts Manager

Mini Bakeries Company

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#### **Laura Ikanda**

Credit Manager

Jisaidie Trade Credit Limited

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