

Tanatswanashe C Banda

Sales representative

Highly experienced Sales and Customer service representative known for exemplary team-building and project oversight skills. Gifted at working with all types of personalities. Performance history of developing strong collaborative relationships and delivering impressive results.

Work History

2021-01 -
2023-12

Sales Manager

Simbisa Pvt Ltd, Harare

- Increased sales revenue by developing and implementing effective sales strategies.
- Optimized territory management plans by analyzing data on customer demographics, preferences, and buying patterns.
- Provided ongoing training and mentorship for over 100 junior sales staff, fostering professional development and career growth.
- Managed key accounts with strategic planning and relationship building, resulting in increased customer loyalty and repeat business.
- Overcame objections from potential clients by addressing concerns effectively and offering customized solutions based on their unique needs.
- Met with clients, delivering presentations, and educating on product and service features and offerings.
- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.
- Conducted team meetings to reinforce goals and objectives and set clear expectations about policies and procedures.

2017-02 -
2019-02

HR Training Intern

SeedCo Group of Companies Africa



Contact

Address

DUBAI, United Arab
Emirates 00000

Phone

0504369741

E-mail

tana.banda6@gmail.com

Skills

Product Knowledge

Appointment Scheduling

Data Collection

Team building

Complaint Handling

Call center experience

Customer Service

Sales Transactions

Personal Details

- Administer compensation and benefits programs, ensure compliance with legal requirements, and conduct salary benchmarking and analysis
- Provide orientations for new employees by sharing onboarding packages and explaining company policies
- Maintain accurate employee records and HR databases
- Assist with recruitment process by posting job openings, reviewing resumes, conducting initial screenings, and scheduling interviews
- Aid in coordination and administration of training programs, including scheduling training sessions, tracking participant attendance, and assisting with training logistics
- Help coordinate employee development activities, such as mentorship programs and job rotation initiatives
- Arrange travel accommodations and process expense forms
- Monitor attendance and employees performance.

Date of Birth: 05/05/96

Nationality: Zimbabwean

Marital Status: Single

Visa Status: Visitors

Gender: Female

Education

2015-02 -
2018-11

Bachelor of Science: Human Resources Management

Great Zimbabwe University - Masvingo, Zimbabwe

Career Skills

- Time management
- Communication and technology
- Planning and organising
- Professionalism and client oriented
- Handling multiple projects
- Meeting coordination
- Teamwork