



VEREEN NGALIA TAMBAKEM

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Dubai, UAE

Field Sales Representative

EDUCATION

BSc In Management,
University of Buea –
2012

SKILLS

- Territory management
- Written and verbal communication
- Product knowledge
- Problem-solving and critical thinking
- Time management
- Emotional

CERTIFICATIONS

Certified Logistics
Transport and
Distribution – On going

Professional Scrum
Master – 2024

LANGUAGE

English Language

PROFILE

Experienced and driven field sales professional with a proven track record of exceeding goals and increasing sales volume and company presence. Results-driven individual with a niche for increasing revenue streams and developing long-lasting and effective client relationships. Bringing forth the ability to develop and implement winning business plans that lead to increased sales. Adept in leading sales training workshops and managing teams to achieve company goals.

WORK EXPERIENCE

Field Sales Representative

Transmed Overseas Inc | January 2020 – Present

Sales Representative

Casinetto Trading LLC | March 2017 – January 2020

- Conduct comprehensive market research to identify new opportunities and expand market share.
- Developed systems that streamline sales processes, yielding a 150% increase in productivity.
- Doubled client base by researching competitive advantage while targeting prospective client needs.
- Maintain strong professional relationship with the clients and initiate negotiation of the contract for visibility, shelf space, promotions and implementations.
- Regularly visits stores as planned and follow up with stores in the assigned area to ensure availability of products.
- Ensure products are displayed as per the planogram with the right prices and condition on shelf as per company policy.
- Place orders accurately to guarantee stock level and receive the deliveries and arrange the warehouse and selling area storage.
- Coordinate with logistics team for timely delivery