

CURRICULUM VITAE

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SALES REPRESENTATIVE Professional Summary

- Highly focused: able to consistently achieve objectives through effective account, management and commitment to customer
- Satisfaction: Build lasting business relationships through performance and credibility. Develop positive report with people at all levels of responsibility

Core Skills and Competences

- ✓ Sales software proficiency
- ✓ Product knowledge
- ✓ Active listening
- ✓ Setting goals ✓ Organization
- ✓ Time management
- ✓ Strategic thinking
- ✓ Proficiency in computer applications

Professional Experience

Sales Representative

WaterFront mall

DEC 2019 – JULY 2020

- ✓ Generating leads
- ✓ Meeting or exceeding sales goals
- ✓ Negotiating all contract with prospective clients
- ✓ Helping determining pricing schedules for quotes
- ✓ Preparing weekly and monthly report
- ✓ Understanding and promoting company programs
- ✓ Preparing and submitting sales contracts for orders

- ✓ Help customers find items in the store
- ✓ Ring up purchases
- ✓ Keep track of inventory

Salesman

SAFARICOM COMPANY

NOV 2020– JULY 2021

- ✓ Sales and selling of electronic products and services
- ✓ Welcoming customer to the premises
- ✓ Arranging of attractive display of products
- ✓ Demonstration of mobile phones and services
- ✓ Coaxing the prospect to buy product and services
- ✓ Motivating the customers with good communication
- ✓ Building customer relationship with corporate and personal
- ✓ Giving the best benefits of product and services
- ✓ Educating customers n warranties
- ✓ Ring up purchases
- ✓ Keep track of inventory

Stall And Marketing Salesperson

Ansar Group UAE DEC 2021 - present

- Greet and direct customers.
- Provide accurate information (e.g. product features, pricing and after-sales services)
- Answer customers' questions about specific products/services.
- Conduct price and feature comparisons to facilitate purchasing.

- Cross-sell products.
- Ensure racks are fully stocked.
- . Make order of goods and receive deliveries from warehouse and supplies

Accomplishments

- Awarded best sales promoter for 200% increase in sales
- Developed door distribution campaign increased brand awareness and strengthened relationships with distributions dealers.
- Got best employee of the month in my 7 months in Ansar group

Personal interest

- Playing football
- Reading
- Swimming

Languages : Fluent in English

References

AVAILABLE UPON REQUEST