

**PROFILE**

**Sales Executive**

**VEREEN NGALIA TAMBAKEM - PSM**

**Sex:** Male

**Visa Status:** Employment Visa

**Address:** Dubai, UAE

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**Phone: (**+971) 521038854 / 0586347089

**U.A.E Driving License:** *YES*

* Business operation
* Team Management
* Strategic forecasting
* Merchandising operations
* Process and Procedures development
* B2B and B2C sales
* Face to face selling
* Marketing Familiarity
* Sales Presentation
* Customer Service and performance evaluation
* Relationship Building

**Skills**

**Career Skills and Knowledge**

* Excellent planning and organizational skills with attention to detail and the ability to multi-task & prioritize
* Excellent organizational skills with attention to detail and prioritizing
* Demonstrate strong verbal, written and listening communication skills
* Strong visual merchandising skills and excellent eye for detail

***2024*** *Professional Scrum Master – PSM*

***2012*** *B.Sc. In Business Management – University of Buea*

***2008*** *Advanced Levels Certificate (College Certificate) – CCAS Kumba*

***2007*** *Ordinary Levels Certificate (High School certificate) – CCAS Kumba*

High performing sales professional recognized with over 6 years of experience in FMCG and B2B industry. Recognized for contributions to territory growth and for being focused on customer satisfaction. Extensive outside sales experience with proven ability to manage and grow customer relationships to expand customer base. Superior time management and organizational skills.

**ENGLISH:** Native Speaker (Excellent Communication Skills)

**FRENCH:** Working Language

**DANISH:** Working Language

**LANGUAGE**

**EDUCATION**

**Work Experience**

**Sales Team Leader**

**Transmed Oversea Inc – Dubai, UAE**

*March 2020 – Present*

* Advised customers on product range, price, delivery, warranties and product use.
* Demonstrated products to customers to show features and promote items.
* Replenished items and organized displays to keep stock looking professional.
* Met sales targets through proactive promotion and excellent customer service.
* Maintained comprehensive brand and product knowledge to maximize sales opportunities and meet set targets.
* Generated sales by prospecting leads, cold calling and closing deals.
* Boosted client retention, establishing sales goals and securing targeted rates.
* Shared comprehensive brand and product knowledge to maximize sales.
* Grew customer base by acquiring new customers and identifying needs to deliver relevant products.
* Addressed customer questions, problems and complaints in person and via phone to maintain positive relationships and support smooth communications.
* Highlighted financial discrepancies and interfaced with customers to resolve problems and meet diverse needs.

**Sales Representative**

**Casinetto Trading LLC – Dubai, UAE**

*May 2016 – Feb 2020*

Working as part of the busy sales team involved in annual and quarterly tactical planning, scheduling and delivery across multiple media. Responsible for ensuring that promotional activity is targeted, effective in attracting potential customers as well as making and receiving calls.

* Created sales and revenue-generating opportunities in new markets to improve profit margins.
* Cold-called prospective customers to build relationships.
* Maintained productive relationships with existing customers through exceptional follow-up after sales.
* Cultivated long-term relationships with clients to accurately quote prices and terms, achieving customer objectives.
* Grew customer base by acquiring new customers and identifying needs to deliver relevant products.
* Addressed customer questions, problems and complaints in person and via phone to maintain positive relationships and support smooth communications.
* Developed organization systems for contracts, records and reports to increase traceability and preserve accurate records.
* Maintained comprehensive brand and product knowledge to maximize sales opportunities and meet set targets.

**Sales Associate**

**Good Samaritan Life Insurance – Limbe, Cameroon**

*June 2014 – Dec 2016*

* Operated register to process payments via cheque, cash and cards.
* Advised customers on product range, price, delivery, warranties and product use.
* Liaised with potential customers to determine needs and provide recommendations.
* Contacted current and potential clients to promote, up sell and cross-sell products and services.
* Contacted customers to set-up appointments, monitor satisfaction levels and up sell additional offerings.
* Managed customer relationships through consultative sales techniques to attain individual sales goals.
* Gained extensive knowledge of product inventory to aid customers with merchandise enquiries.
* Planned and coordinated product sales to exceed revenue projections and growth targets.