



# Wai Phyzo Zaw

Head Sale-man

## Contact Detail

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**Email:**

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**DOB:**

07.04.1993

**Gender:**

Male

**Nationality:**

Myanmar

**Address:**

Al Rigga, Near Matro.

## Language

English

Myanmar

## Skills

Collaboration



Communication



## Objective

Seeking an opportunity to utilize my skills and qualifications in a collaborative environment, making a meaningful impact and advancing my professional journey.

## Education

(Jul 2018)

**B.E.H.S 1 Salin**

High School graduated

(Jul 2009 – Jul 2013)

**University of Dental Medicine**

4th Year ( B.D.S)

## Experience

(Mar 2015 – Mar 2017)

**Sale-man**

Hein Supermarket

- As a salesman, my 12-hour shift duties are: - keeping the shop area clean - helping with opening and closing the shop - welcoming customers - Organizing the promotional items is well shown - folding clothes - organizing items on the shelves - checking and restocking the shelves - dusting and sweeping the shop - daily reporting sales to my team leader.

(Mar 2017 – Apr 2020)

**Team Leader**

Hein Supermarket

- After working hard for 2 years, I became the team leader of the shop. My duties as a team leader are: - Opening and closing the shop - Checking the cleanliness and tidiness of the shop and restrooms - Ensuring the items are well organized and in stock - Welcoming the customers - Promoting the low-sale items - Managing the promotional items are well shown - Communicating and negotiating with suppliers - Checking and daily reporting about my team - Reaching the sales targets - Running the shop smoothly during high seasons - Daily reporting of sales to the shop owner.

Leadership



Management



Problem solving



Customer Service



Decision-making



(Apr 2020 – Feb 2024)

**Van Saleman**

A1 Trading

- - Travel with the company's Van Tracker to nearby towns and shops to promote and sell our products. - Balancing the shop owners' expectations and the company's objectives. - Analyzing the customers' needs and market trends. - Delivering the orders to the right shops at the right time. - Ensuring the products are well displayed, including setting up the promotional products in the shops. - Negotiating the prices and quantities between buyers and the company. - Managing the stock and considering promotions and price changes. - Communicating with shop managers and staffs to gather feedback and ensure the company's products are selling well. - Reaching the company's monthly sales targets. - Marketing the new shops to connect with our company. - Reporting the progress of merchandising efforts, sales targets, marketing processes, customer relationships, and budget management to the company..

## Additional Info

Summary

- I am a fast-working, diligent, responsive, supportive, loyal, and highly ambitious employee who works hard to reach my career goals. I take all responsibilities and ensure my duties are completed well. I am always trying to improve my skills, personality, and my company's value..