** CALICULUM VITAE**

**PERSONAL DETAILS**

**NAME:** Husama Makubo

**NATIONALITY:** Ugandan

**DATE OF BIRTH:** 01 May 2001

**EMAIL:** makuborajib302@gmail.com

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**OBJECTIVE**

Highly motivated and results driven sales professional with over 3years experience in the field. Seeking to leverage proven sales strategies, customer relationship management, and team leadership skills to drive profitability and growth of the company.

**EDUCATION**

* Mugwanya Summit College ()

**WORK EXPERIENCE**

**KAYONGO FASHIONS STORE**

Sales Representative (May 2023 to date )

* Create seasonal clothing displays, including dressing and arranging mannequins
* Assist customers with dressing rooms include, bringing clothing in different sizes and offering outfit suggestions
* Manage the cash register, and customer returns
* Manage inventory levels and product presentation to ensure a visually selling floor
* Increased sales revenue through by 20% through effective team management and customer engagement strategies

**MOVIT PRODUCTS**

Sales Representative (2020-2023)

* Provide customer feedback to the cosmetics sales manager, to ensure we meet customer expectations
* Partner with cosmetics sales manager to ensure proper organization, storing and replenishment of stock
* Maintain good housekeeping standards to ensure work area is free from hazards
* Ensure timely processing for new receipts, damages, testers and return to venders
* Adhere to loss prevention, control and compliance procedures
* Support Aesthetician by answering Benefit counter phone, creating appointments for services, and maintaining appointments book

**PAYLESS COSMETICS SHOP**

Retail cosmetics sales (2018 - 2022)

* Driving sales by engaging and enticing customers into beauty spot and encouraging them to purchase top beauty picks
* Knowledgeable of all cosmetic vendor lines and key products, and maintain the ability to recognize which cosmetic vender line is the most appropriate for customer’s needs
* Build customer relationships and loyalty through personal interaction, follow-up and maintenance of client file
* Explain and demonstrate use of cosmetics through actual application
* Actively support the cosmetics line and the department by timely processing of new receipts, testers, damages and proactively participating in physical inventory process

**KEY SKILLS**

* Salesforce proficiency
* HubSpot expertise
* Cold calling mastery
* Social selling
* Lead generation
* Meticulous, pays attention to detail

**REFERENCE**

* **Hakim Ssekandi**

**+256751110866**

* **Noela Kimuli**

**+256756058094**