



Hanifah Gwokyaalya

Dynamic sales representative with more than 2 years of experience in sales and team management. Strong business development, negotiation and key account management skills. Proven ability to achieve sales targets and significantly increase revenue. Results oriented, motivated and focused on customer satisfaction.

Professional experience

Sales Representative, Imran plaza hotel

September 2021- December 2023

- Develop and implement sales strategies to meet and exceed monthly and annual sales targets.
- Build strong relationships with existing customers and key accounts, providing high quality customer service and identifying new business opportunities.
- Negotiate contracts and agreements with customers, ensuring that profit margins are maximized.
- Achieve and exceed assigned sales targets.
- Collaborate with internal teams to ensure customer satisfaction and resolve any issues.
- Negotiate terms of sale and conclude contracts successfully.

Cashier , Sseban Ilc July 2020- March 2021

- Process transactions accurately and efficiently.
- Handle customer payments (cash, credit/debit cards, mobile payments).
- Operate a point-of-sale (POS) system.
- Scan products, calculate totals, and handle discounts.
- Provide change and receipts.
- Greet customers and provide excellent service.
- Answer questions about products and services
- Monitor inventory levels and report stock shortages.
- Handle cash handling and deposits securely.
- Count and balance cash register.
- Complete sales reports and logs.

Education

Bachelors of business administration, Makerere University, Uganda

Year obtained: 2021

References : Available upon request.

Personal information

Address

Dubai, United Arab Emirates

Phone number

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Email

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ah@gmail.com

Skills

- Basic math and accounting skills
- Attention to detail
- Communication and customer service
- Flexibility and adaptability
- Interpersonal skills
- Organization skills
- Data entry and record keeping

LANGUAGES

- English