**Gulfjobseeker.com CV No:** **105402**

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**Product Sales Professional**

Very dependable and Self-disciplined Sales professional with five years of successful sales experience in very competitive Addis Ababa Retail market.Established relationships with many customers and industry leaders within the local retail industry.Proven ability to increase product visibility through a variety of sales initiatives.Excellent closer, as demonstrated by five years of sales experience. Exceptional influencer - able to identify what motivates individuals and how to persuade them. Highly capable of analyzing, identifying and forecasting sales trends. Excellent in verbal and written English .

**Skills and Expertise**

Superior Product Knowledge Account Management

Inside Sales Presentation Techniques

Outside Sales Long term Relationship Building

 Able to Work Under Pressure  Aptitude to work with Computers

 Team Player  Excellent Telephone manner

**product Sales Experience**

**Abiy Optics and Optical Machines plc, Addis Ababa November, 2012 - Present**

Sales Man

 Welcomes customers by greeting them; offering them assistance.

 Directs customers by escorting them to racks and counters; suggesting items.

 Advises customers by providing information on products.

 Helps customer make selections by building customer confidence; offering suggestions and opinions.

 Documents sale by creating or updating customer profile records.

 Processes payments by totaling purchases; processing checks, cash, and store or other credit cards.

 Keeps clientele informed by notifying them of preferred customer sales and future merchandise of potential interest.

 Contributes to team effort by accomplishing related results as needed

**Abel Watiro- Product and services Sales Professional - page 2**

**Abiy Optics and Optical Machines plc, Addis Ababa September 2011 - 2012**

Sales Representative

Made regular sales calls to designated accounts to sell product and cultivate customer satisfaction. Developed strategy for brand portfolio and penetration by account.Sold product through successful presentations of productand promotion of featured items. Saw company through crisis period by meeting 90% of sales goals when division profits were off 45% due to product availability issues. Implemented company’s first integrated marketingcampaign. Eliminated waste by optimizing customer deliveries. Increased total birr (local currency) volume sales by nearly 30%through aggressive telemarketing.

Store keeper **August 2010-2011**

Maintained receipts, records, and withdrawals. Checked materials and supplies and reported when stock is low. Received and unpacked materials and supplies. Reported damages and discrepancies for accounting, reimbursement and record-keeping purposes. Performed a variety of tasks. Worked under general supervision. And reported to my supervisor or manager.

* maintain stock records using manual or computerized systems
* was responsible for, and check supply invoices against purchase orders
* price incoming goods, estimate the cost of requisitions or value of stock and store articles
* got rid of surplus assets and obsolete stock.

Customer service and Office Administrator **Julay 2009-2010**

* Dealt directly with customers either by telephone, electronically or face to face
* responded promptly to customer inquiries
* handled and resolved customer complaints
* obtained and evaluated all relevant information to handle product and service inquiries
* provided pricing and delivery information
* perform customer verifications
* processed orders, forms, applications and requests
* organized workflow to meet customer timeframes
* directed requests and unresolved issues to the designated resource
* kept records of customer interactions and transactions
* recored details of inquiries, comments and complaints
* recorded details of actions taken
* prepared and distribute customer activity reports
* maintained customer databases
* managed administration
* communicated and coordinated with internal departments
* followed up on customer interactions
* provided feedback on the efficiency of the customer service process
* Maintained staff confidentiality
* Used Working knowledge of email, scheduling, spreadsheets and presentation software
* administer salaries and work out leave entitlements

**Abel Watiro- Product and services Sales Professional - page 3**

**Education**

**Jimma University May,2009**

Bachelor Degree in Law (LLB)

**Important Personal Information**

**Date of Birth August, 27 1987**

**Emigration status**

* currently located in dera Dubai.on a service visa until 10 th January.
* Willing to relocate.
* With a renewed Travel document.