**CURRICULUM VITAE**

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| **Gulfjobseeker.com CV No:** **1298436****Mobile +**971505905010 / +971504753686To get contact details of this candidatesSubmit request through Feedback Link<http://www.gulfjobseeker.com/feedback/submit_fb.php>Nationality : UgandanDate of Birth : 29th June 1974 |   |

 **SALES MAN**

**OBJECTIVE.**
To focus on the needs and demands of the sales industry to have a strong impact on the employer reviewing the job application and resume in question. Focus on your abilities, skills and goals in sales when writing your career objectives for a sales person position.

## ****SUMMARY** **OF QUALIFICATIONS****

* Vast experience (over seven years) of selling motorcycles of different sizes and makes
* Tremendous sales aptitude with huge interest in motorcycle selling
* Pleasant personality with extraordinary command over the language
* Great convincing skills and negotiation abilities
* Enormous information of the previous statistics and the current trends in the motorcycle sales market

**CORE COMPETENCIES**

* Ability to welcome customers by greeting them and offering them assistance.
* Ability to direct customers by escorting them to racks and counters and suggesting items.
* To advise customers by providing information on products.
* Helping customer make selections by building customer confidence and offering suggestions and opinions.
* Documenting sale by creating or updating customer profile records.
* Processing payments by totaling purchases; processing checks, cash, and store or other.
* To keep clients informed by notifying them of preferred customer sales and future merchandise of potential interest.
* Contributing to the team effort by accomplishing related results as needed.

**EXPERIENCE**

GORTIM Uganda LTD

 Sales manager | 1999 – 2004

* Purchased auto inventory from auctions and wholesalers.
* Conducted appraisals
* Directed the reconditioning of trade-in motorcycles for resale, and assisted with new motorcycles sales.
* Created innovative promotional marketing strategies
* Hired, trained, supervised and mentored 12 sales people
* Motivated staff to meet/exceed established sales goals and objectives by developing effective sales incentives.
* Gave final approval on all sales, trade-ins, financing and credit arrangements.
* Monitored and reported sales volume, financial and business transactions. [Generated sales of 70-90 motorcycles per month.]

BMK Uganda LTD

* Salesman Heavy Construction Machinery. | 2005– 2013
* Drove sales of new and used vehicles by reviewing and approving sales deals by all sales associates.
* Ordering new Construction Machinery inventory and negotiated with auto wholesalers to purchase used Construction Machinery.
* Taught employees successful sales and closing techniques.
* Designed and placed advertising featuring Construction Machinery inventory and appeared in dealership television commercials.
* Created promotional marketing strategies to stimulate sales growth such as off-site tent sales events, special finance mailers and a first time buyer program.
* Developed strong customer relations, appraised trade-ins, orchestrated financing, and gave final approval of all sales.
* Provided highest standards of customer satisfaction and quality service at all times.

**EDUCATIONAL BACKGROUND**

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| DBA | Ndenje University  | 1997-1999 |
| U.A.C.E  | Rutoma Secondary School  | 1994 - 1996  |
| U.C.E  | Katerero Secondary  | 1990 - 1994 |
| P.L.E  | Nabbingo Primary School  | 1982 - 1989  |