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| **Terrence Fereza – 1851108**To interview this candidate, please send your company name, vacancy, and salary offered details along with this or other CV Reference Numbers that you may have short listed from <http://www.gulfjobseeker.com/employer/cvdatabasepaid.php> addressing to HR Consultant on email: cvcontacts@gulfjobseekers.comWe will contact the candidate first to ensure their availability for your job and send you the quotation for our HR Consulting Fees.  |

**SALES EXECUTIVE.**

**PERSONAL DETAILS**

Date of birth 04 April 1980

Languages English

Nationality Zimbabwean

Current residence UAE, Dubai

Visa status Tourist

Marital status Single

**Personal attributes**

To find a challenging position to meet my competence, knowledge, skills and ethical values.

**BACKGROUND SUMMARY**

Hardworking customer services executive who is able to provide interface between customer and the company, able to handle stress and possesses active problem solving skills through positive attitude and good customer care.

**SKILLS**

* Energetic/friendly/pleasant/outgoing/success/result orientated /enthusiastic.
* Exceptional customer service.
* Able to work independently and as part of a team
* Skilled at excel and Microsoft word.
* Able to adjust to any working condition.
* Decision maker, quick learner
* Creative thinking, problem solver, negotiator
* Sales skills
* Maturity
* Confidence
* Patience
* Strong interpersonal and communication skills
* Organisational skills

**PROFESSIONAL QUALIFICATIONS**

Certificate in Sales & Marketing

Pitmans Bookkeeping and accounting level 1-4

**EMPLOYMENT PROFILE**

 ***ZIMBABWE 2003-2015***

**Duties**

* Handled customer interactions
* Participating in government tenders
* Visit clients.
* Preparing quotations
* Preparing Sales Invoices
* Preparing Delivery notes
* Making deliveries to clients
* Handled incoming questions from clients
* Provided feedback of the clients to the concerned departments and authorities so as to improve the services
* organising appointments and meetings with community and hospital-based healthcare staff
* identifying and establishing new business
* negotiating contracts
* demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists
* undertaking relevant research
* meeting both the business and scientific needs of healthcare professionals
* maintaining detailed records
* attending and organising trade exhibitions, conferences and meetings
* managing budgets
* reviewing sales performance
* writing reports and other documents

**REFERENCES**: *Available On Request*

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