**** NAME: **ERIC**

**ERIC.318763@2freemail.com**

**PROFILE**

**Professional Objectives :**

 To find a challenging position in a progressive and ambitious company where my competency and skills can be utilized. Provide excellent contribution in achieving the goal and vision of the company.

* **Profile Summary:**
* 2 years of experience in sale management field with the excellent knowledge of guest service operations.
* Accustomed to working in fast paced environment with the ability to think quickly and successfully execute work.
* Admirable interpersonal skills, ability to work well with others in both supervisory or support staff roles.
* Addressed customer inquiries, interprete and deliver information, propose suggestions, provide guidance, identify, investigate and negotiate conflicts (Sales team training).
* Excellent French, English skills (spoken and written).
* Remarkable knowledge of computers and the ability to use well (IT training).

**WORKING EXPERIENCE**

***Miracle informatique Bamenda Cameroon***

**(2011-2012)**

**SALES EXECUTIVE**

**Significant Responsibilities**

* -Informs customers about current scheme and planes that company offers
* -Informs customer about latest trends in the market.
* -Improved sales by convincing customers
* -Informed customers about offers and discounts
* -To meet and exceed the sales target
* -Negotiation for new contracts with existing costumers
* -Making reports for stocks and arrange shop products.
* -Preparing of shop for stock taking and from control department.
* -Representing the company in seminars organized by commerce sector.
* -Preparing products in order of arrival

***Laurate computers Bamenda cameroon***

 ***(2013-2015)***

**SALES PROMOTER**

**Significant Responsibilities**

* -Carried out market analysis to identify target customer and market to decide major buying factors.
* -Developed innovative marketing plans to promote company products and services.
* - Developed sales promotion materials to acquire new customers and retain existing customers.
* -Maintained healthy and professional relationship with existing customers.
* -Prepared and supervised marketing budget to acquire large scale commercial projects.
* -Promoted sales and create goodwill for firm’s products
* -Demonstrate products representing technological advances in industry
* -Ensure customers had adequate marketing materials to support sales
* -Increased market shares by elevating the number of displays
* -Conducted product knowledge and other training classes as needed.
* Promoted direct and vendor managed sales.

**EDUCATION**

* Managed key performance indicators in line with business objectives.
* Cameroon GCE Ordinary level.........................................................(2011)
* Cameroon GCE Advance level.........................................................(2016)
* COMPUTER APPLICATIONS/ TOEFL ……………………………………………… (2014)
* BACHELORS DEGREE IN BUSINESS ………………………………………………….(2013-2015)

 **COMPUTER STUDY:**

* Basic knowledge in Microsoft office
* MS Words
* MS Excel
* Internet and E- mail

 **REFEREES:**

 Will be given upon Request