**CURRICULUM VITAE**

**PERSONAL DETAILS**

**FIRST NAMES Raphael**

**C/o-CONTACT NUMBERS +971505891826**

**Email** [**Raphael.342080@2freemail.com**](mailto:Raphael.342080@2freemail.com)

**ABOUT ME**

**I am a highly motivated, hardworking individual who works well both on my own and as part of a team.Also, energetic with a strong desire for achievement and have extensive experiencein management,sales and marketing. Highly computer literate,have excellent organizingandplanning skills while being self-motivated and assertive with the ability to show initiative and workunder pressure.Have an outgoing personalityand a good personal image; an excellent command ofthe written and spoken English language**.

**EDUCATIONAL QUALIFICATION**

**NAME OF SCHOOL Ebenezar Comprehensive High**

**YEAR 1988**

**GRADE Matric**

**SUBJECT PASSED English, Mathematics, Accounting, Business economics,**

**Physical science**

**TERTIARY EDUCATION**

**NAME OF INSTITUTION OlabisiOnabanjo University (OGSU)**

**COURSE Marketing**

**YEAR 1998**

**QUALIFICATION Diploma in Marketing**

**TRAINING**

**Junior Management & Supervisor Development (Sessa; 2014)**

**Features and Benefits laminate underlay (NE Plastics; 2015)**

**Leader principles in the workplace (Sessa; 2015)**

**Occupational Health and Safety (Sessa; 2015)**

**Consumer Protection Act (Sessa; 2015)**

**WORK EXPERIENCE**

**NAME OF COMPANY Floors Direct**

**YEAR From July 2014 to November2016**

**POSITON HELD Branch Manager**

**DUTIES Manage the branch, manage staff members, and manage fleet.**

**responsible for finance and budget, daily, weekly and monthly reports,**

**quality control, receiving and dispatching of goods, training of staff members**

**and performance management/appraisal, stock taking, liaising with external**

**service provider and follow up service of existing customers.**

**NAME OF COMPANYPaint &hardware**

**YEARFrom March 2010 to June 2014**

**POSITION HELD Store manager and Buyer**

**DUTIES** **Internal, external & telephonic sales, customer liason, dispatch controller,**

**merchandizing, procurement, sales, analysis and implementation of sales**

**strategies to meet targets.**

**REASON FOR LEAVING Expanding the horizon**

**NAME OF COMPANY** **Magna Industrial & Hardware**

**YEAR FromOctober 2006 to February 2010**

**POSITION HELD Assistant Store Manager**

**DUTIES** **Internal, external & telephonic sales, customer liason, dispatch controller,**

**merchandizing, procurement, sales, analysis and implementation of sales**

**strategies to meet targets**

**REASON FOR LEAVING Company Liquidated**

**NAME OF COMPANY Samsung, SCI Group Randburg JHB**

**YEAR**  **From April 2005 to August 2006**

**POSITION HELD Internal Sales Clerk**

**DUTIES Customer liason, servicing of existing customer and sourcing of new customers.**

**REASON FOR LEAVING Career growth**

**NAME OF COMPANY Magic Direct Edenvale JHB**

**YEARS SERVICE From April 2003 to March 2005**

**POSITION HELD Sales Representative**

**DUTIES Customer liason, cold calling of new customers and servicing existing customers**

**REASON FOR LEAVING Better opportunity**

**NAME OF COMPANY** **Olavel investment JHB**

**YEARS SERVICE From November 2001 to February 2003**

**POSITION HELD Sales Representative**

**DUTIES Customer liason, cold calling of new customer and servicing of existing customer.**

**REASON FOR LEAVING Company relocated to P.E.**