**CURRICULUM VITAE**

**PERSONAL INFORMATION**
 Name : MAIMO

Date of birth : 18th May 1989

Visa status : Tourist Visa

Nationality : CAMAROONIAN

E-mail : maimo.343753@2freemail.com

C/o-Mobile : +971 505891826 **SALES EXECUTIVE**
**PROFILE.**

**Proactive, energetic sales professional offering hands-on experience in strategy planning and execution along with a profound ability to work towards set sales goals of the company. Known for creating sales techniques to enter into new markets. Key qualifications include.**

**• Over FIVE years of experience as in the field of sales
• Functional knowledge of developing new and potential accounts
• Highly skilled in creating and implementing targeted sales goals
• Thorough understanding of current market trends and consumer buyer behaviour
• Computer: MS Office Applications
• Multilingual: English and French**

**CORE COMPETENCIES.**

✔ Account management ✔ Needs recognition ✔ Territory management

✔ Client relationships ✔ Prospecting ✔ Cold calling

✔Researching ✔ Product presentation ✔ Prospects identification

✔ Events handling ✔ Fast learner ✔ Sales materials development

✔ Reports preparation ✔ Negotiation ✔ Communication

**SELECTED ACCOMPLISHMENTS

• Increased the company’s sales by an escalating 52% by employing strategic sales programs based on positive interaction
• Conducted workshops on managing and maintaining effective customer service skills in order to orchestrate increase in sales**

**SALES EXPERIENCE**

**Sales Executive

| MENO AKWA-DOUALA CAMEROON | June 2013 – November 2016**

**• Build customer pipelines for expected business
• Solicit existing and new customers for business opportunities
• Promote and sell the company products
• Offer discounts and deals where appropriate
• Promote the business by working closely with the marketing department
• Liaison with suppliers
• Create detail proposed quotations**

**Sales Representative

| ROYAL SUPER MARKET DOUALA-CAMEROON | Date –APRIL 2011-june 2013**

**• Presented and sold company products and services to present and potential clients
• Attained sales goals and objectives through the key performance indicators (KPI’s)
• Managed all administrative aspects of the role in a timely manner
• Identified, focused and developed growth plans**

**EDUCATION AND PROFESSIONAL TRAININGS:**

BACHELOR IN BUSINESS MANAGEMENT

ADVENCE LEVEL Certificate by (Cameroon Board of Examination)

Computer Training Course in (Microsoft word, excel and Internet)

 **LANGUAGES:**

* English Language (Excellent)
* French (Excellent)
**HOBBIES**
* Sports like football and handball.
* Educative discussions.
* Dancing and Singing

**DECLERATION.**

I hereby certify that the above mentioned statement is correct and true to the best of my knowledge.

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