**CURRICULUM VITAE**

**NAME**: KENNETH

**KENNETH.348788@2freemail.com**

**POSITION**: SALE ASSOCIATE | MACHANDISER

**Visa Status**: Visit Visa [ can join immediately]

**Date of birth**: 23rd /10/1987

**Nationality**: Ugandan

**PERSONAL SUMMARY:**
Am an ambitious, highly motivated and energetic sales associate with excellent marketing and business development skills. Experience of managing sales and merchandising for established retail outlets, franchises and international brands. A results orientated professional with a proven ability to get results, generate revenue, improve service as well as reduce costs. Over 3 years marketing experience of working in competitive companies and successfully identifying, developing and managing new business opportunities within these markets. Am currently looking for a sales associate in retail sales and merchandising in a company that shares its values and commitments to delivering a friendly customer experience to all people.

 **AREA OF EXPERTIES**

* Retail sales
* Merchandising
* Customer service and guest problem solving
* Marketing and promotions

**WORK –RELATED EXPERIENCE**

**EMPOLYERS NAME**: Don Fashion world. (Kenya)

**DURATION**: March 2013 – December- 2016

**POSITION**: sales associate/ merchandiser

**RESPONSIBILITIES**:

* Assisting customers with questions, needs and purchases.
* Completing each transaction in a quick and efficient manner
* Identifying customer requirements.
* Preparing merchandise for customers
* Assisting customers with purchase decisions
* Ensuring that all customers receive excellent services through direct salesmanship.
* Setting up merchandise on the sales floor

**WORK –RELATED EXPERIENCE**

**EMPLOYERS NAME**: Shoprite supermarket. (Uganda)
**POSITION**: Cashier/ sales associate
**DURATION**: 2010 – 2012

**DUTIES & RESPONSIBILITIES**:

Responsible for selling a wide range of the company’s products which included fast moving consumer goods and consumer durables like necklaces and rings.

**Duties and responsibilities**

* Helping customers try on or fit merchandise.
* Receiving payments from customers using various mode as cash, debit cards, credit cards.
* Responsible for opening and closing of cash counter.
* Ensuring that the cash counter is neat and clean.
* Watching out for loss prevention through leakages n theft.
* Implementing all visual merchandising standards.
* Providing professional customer services to improve business performance.
* Training new staff different activities performed at the retail.
* Answer customer inquiries concerning service, product, billings etc.
* Performing clerical duties like recording data entry and general book –keeping when needed.
* **EDUCATIONAL QUALIFICATIONs:**

**YEAR INSTITUTION QUALIFICATION**

2008-2010 Makerere University Uganda Diploma in business studies

2006-2007 Lubiri secondary school Advanced level of education certificate

**KEY SKILLS AND COMPETENCIES**

Persuasive selling methods
Business development
Loss prevention
Merchandising

**References’ available upon Request.**