CURRICULUM VITAE

PERSONAL DETAILS

NAME: Nagujja

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**CARRIER OBJECTIVE**

My goal is to be associated with a progressive organization where I can utilize my client management & sales skills to gain further experience while enhancing the company’s productivity, profitability & market share.

**SKILLS PROFILE:**

* Focused & bottom-line driven.
* Clear understanding of customer needs.
* Excellent track record in sales, including cross selling & up selling.
* Clear understanding on negotiating & objection handling.
* Clear understanding of brand positioning & pricing.
* Excellent interpersonal & presentation skills.
* Good stake holder management skills.
* Passionate about meeting & exceeding client expectations.
* Good customer care skills.

WORK EXPERIENCE:

**Sales Associate** **(2014-2016)**.

**Company: BATA FASHION COLLECTIONS**

* Meet and/or exceed monthly, quarterly, and yearly team sales targets.
* Select, manage, and develop a high performing team of call center team leaders and sales representative.
* Provide sales training and on-going mentoring to staff.
* Effectively coach and develop a high performing team of call center sales representative.
* Manage responsibility for each member of the team to exceed goals in all sales targets.
* Provide sales training and on-going mentoring to staff.
* Meet regularly with Sales Manager and provide detailed reporting on the overall performance of the team.
* Work individually with Sales Reps to educate them on the Customer-Focused Selling model.
* Outline and deliver performance improvement plans and year end performance reviews to Sales Representative.

**Position: Sales Assistant (2013-2014)**

**Company: Shoprite Ug**

**Duties:**

* To provide expert product knowledge and also share the knowledge with customers.
* have the ability to achieve target even if put under pressure.
* I also perform general floor maintenance and housekeeping to keep the store areas tidy.
* I also perform daily merchandising tasks such inventory counts and product placement.
* Assisted in display of merchandise.
* Maintained sales records for inventory control.

EDUCATION

Bachelors degree : makerere university

Award :Bachelors degree of Arts in social Development

A level :lugazi mixed school naalya

Award :UACE Certificate

O level :Mengo senior secondry school

Award :UNEB Certificate

**REFEREES- Available upon request**