**Curriculum Vitae**

**BRIAN**

Dubai, UAE

E-MAIL: [brian.353644@2freemail.com](mailto:brian.353644@2freemail.com)

**PERSONAL SUMMARY**

A highly resourceful, flexible, innovative and enthusiastic sales personnel ready to learn. Experienced in sales marketing and strategys such as sales promotion,advertising,pricing and sales distribution as the key factors in marketing .Having extensive knowledge about marketing policies, procedures and strategies that all aim at deriving Customer satisfaction.

**WORK EXPERIENCE**

GROUP FOUR SECURICOR Dubai UAE

Designation:Customer care service in a traffic management department 2016 till present

JUBILEE INSUARANCE COMPANY Uganda

Designation: Sales Representative 2014

COCA COLA DEPOT

Designation: Internship Training

Roles

* Accounting for depot stocks, field and close stocks on a daily basis
* Product differentiation and branding of coca cola products
* Field distribution
* Sorting of coca cola bottles in crates according to brand names

**Responsibilities**

* Creating market relations to increase sales and market share
* Anticipating and satisfying Customer needs
* Identifying the wants of customers according to the factors of life
* Understanding the marketing environment politically,Economically,socially and other factors
* Meeting and greeting customers
* Dealing with competitors through use of Sales promotions to increase market demand
* Delivering customer needs and wants on time
* Comprehending and convincing customers to buy new product brands in the field
* Accounting for both field and depot stocks
* Keeping in touch with customers to maintain a close relationship
* Recording customer complaints and demands on a daily basis
* Carrying out timely stock intake if there's shortage of products
* Answering telephone calls and providing information during non-business hours
* Reporting any incidence of concern to the company managers
* Responsible for creating new customers to increase the market share
* Advising customers about usefulness of certain products before and after buying
* Responding in timely manner to customer demands

**KEY SKILLS**

* Self motivated and innovative team player with ability to work under minimum supervision
* Knowledge to differentiate and brand products according to their brand names and sizes
* Good inter personal and communication skills
* Flexible and punctual
* Have a passion for work
* Computer literate familiar with ms word,Excel and data base
* Excellent knowledge of English language
* Knowledge of understanding the marketing environment
* Understanding and identifying customer needs and wants
* Knowledge of Quotas and tariffs as used in Import and Export marketing

**EDUCATIONAL QUALIFICATION**

Uganda College Of Commerce (Diploma In Business Administration) 2014

Kigezi College Butobere (High School)Advanced Certificate Of Education 2011

Kabale Trinity College (O level)2009

Kigezi High School Primary 2005

**Other Certifications:**

Certificate in Computer Applications (CCA) from Uganda College Of Commerce

Emergency First Aid from Department of Ambulance Services Dubai

**PERSONAL DETAILS**

Nationality : Ugandan

Date of Birth : 2, April, 1990

Marital Status : Married

Visa Status : Resident Visa

**LANGUAGES**

* English
* Luganda

**INTEREST & ACTIVITIES**

* Advertising as a tool of Sales promotion
* Market Research
* Customer Care