

**PAULIN**

***6 years of experience in sales management***

**AREAS OF EXPERTISE**

* Marketing
* Sales Management
* Negotiation Skills

**WORKING TOOLS**

* Languages : French, English
* Data Processing : MS Office, Internet

**PROFESSIONAL ETHICS**

* Autonomy
* Interpersonal Skills
* Enthusiasm for Work

**WORKING EXPERIENCE**

**June 2011-Jan. 2017:**Sales Assistant at DGC (Distribution Générale et Communication) specialized in the selling of goods and services linked to telecommunication in AGBOVILLE a locality in IVORY COAST

**Assignment**: Achieving sales objectives through effective coordination with all the internal and external stake holders in line with the sales plan of the targeted area

**Key achievement**: Increasing of customers base from 30 000 to more than 50 000

**April.-May 2010:** Field Assistant at MFF (Marketing Field Force) specialized in Investigation and Survey

**Assignment**: Questionnaires administration during fieldwork

**Key achievement**: interviewer for the pre electoral opinion survey in Côte d’Ivoire

**Aug.2002-Nov2009**: Supervisor at KIRAM CONSULTING, a Market Research office

**Assignment**: supervising quantitative studies

**Key achievement**:

* Supervisor for the “Africa Enterprise Survey “ conducted for TNS Opinion and the World Bank
* Supervisor for the ”Understanding Business Entry Survey”  conducted for TNS Opinion and the World Bank
* Supervisor for the sociological survey on children welfare conducted for ACPF (African Child Policy Forum) at Abidjan, Guiglo, Daloa and Guiglo

**Nov.-Dec. 2001:** Practical Work Experience at CIE (Compagnie Ivoirienne d’Electricité) in different departments such as Inventory Management, Invoicing and Receptionist

**EDUCATION**

**2005-2007**: 2nd year of University option: English

**2000-2002**: Advanced Technician Certificate option: Sales Management

**1998-1999**: High school diploma