**CURRICULUM VITAE**

**JOHN**

Email: [john.369702@2freemail.com](mailto:john.369702@2freemail.com)

**Personal Statement**

As an experienced Sales Representative, with a proven ability to achieve company targets, generate revenue, improve service as well as reduce costs.

I would now like to utilise the skills and experience gained from my 5 years in Sales plus customer support to undertake on a new challenge as a Sales executive/ Representative /Cashier

**Key Skills**

* Advanced negotiation skills and experience dealing with big brands
* Excellent book keeping and cash management skills.
* Leadership skills; Team Leader (Etisalat Al Raha 2016)
* Highly adaptable in dealing with organisational change, demonstrated when having to provide cover for outgoing Supervisor.
* Excellent management and team development skills

Employment History

* **SALES EXECUTIVE, Sharaf Electronics, U.A.E**

**November2014 – Feb 2017;**

**R**esponsible for contributing to the overall performance of the store by driving sales at every opportunity whilst at the same time making sure that every customer receives exceptional levels of service and enjoys their visit to the store.

**Achievements and Responsibilities:**

* Sales targets achieved monthly for 16 times in 24 months.
* Responsible for the store's security including being its key holder, floor discipline, Hygiene as well as Safety in accordance to the company and mall management standards
* Using the stock management system to log, check, locate and move stock both in and out of the store. Using various software like; WinCash, Oracle, MS Office on daily basis
* Merchandised for big brands like; Samsung, Apple, Philips, Oppo, Huawei.
* Taking delivery of stock from suppliers or warehouse and storing appropriately.
* Daily Cash and till management through accepting customer payments, balancing and preparing cash for banking and making Daily Closing Reports.
* July 2016 Top Salesman Abu Dhabi 2 Region
* **SALES EXECUTIVE, Perfect Shoes Uganda Ltd.**

**January. 2014- August 2014.**

**Skills and Responsibilities:**

* **Knowledge Retention** plus **Attention to Detail**
* **Flexibility enabling** interaction with customers with challenging personalities
* Improved company image using a highly friendly customer approach and support
* **Effective Communication skills and Calm Under Pressure**
* **Solution selling, Up & Cross selling**
* Fast and efficient need analysis skills
* Customer Support
* **SALES ASSISTANT, Ssebagala and Sons Electronics Shop - Uganda**

**June. 2012 – December. 2013**

**Skills and Responsibilities:**

* + Greeting customers on entering the shop.
  + Making daily and monthly cash and closing reports to be submitted to the sales manager.
  + Responsible for stock control and management, cash and card payments.
  + Reporting discrepancies and problems to the supervisor.
  + Giving advice and guidance plus insights on product selection as well as handling customer complaints.
  + Demonstrated resilience and ability to cross sell and up sell products, consistently meeting KPIs set for adding more value to sales
  + Significantly improved negotiation skills, regularly converting customers from point of enquiry to sale

Education

* **2011-2013** -**Diploma in Telecommunications Engineering**, Uganda Institute of Information and Communications Technology
* **2011(April-May)** -**Certificate in A+ Computer Repair and Maintenance**, Makerere University, Uganda
* **2003-2008 -O and A Level certificate**, Lubiri Secondary School, Uganda

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| **Training & Competence;** | **Personal Details** |
| •Business communication skills.  •Customer Satisfaction Journey Training  •MS skills include: Word, Excel, Database, PowerPoint,  •Programming skills in: C++, C  •A+ CompTIA Computer Certification  •Excellent personal presentation and interpersonal skills  •multi-tasking | Nationality -Ugandan  Date of Birth -16/Aug/1989  Sex - Male  Marital Status - Single  Passport No - B1124749  Expiry Date - 18/June/2024 |

**Language Proficiency**

English: Fluent

Arabic: Basic

**References**

References are available upon request.

**Achievements.**

* **Secretary** UICT Computer Science association (UCSA**)** 2012-2013.
* Institute Guild Council Representative, UICT, 2012-2013.
* Red Cross Club Representative, Lubiri SS & UICT
* Employee of July,2016 Etisalat Al Raha

**JOHN**

***I shall dedicate myself to the overall mission statement of the company***