

**CURRICULUM VITAE**

**KASUMBA**   
  
Email: [**KASUMBA.375256@2freemail.com**](mailto:KASUMBA.375256@2freemail.com)  
Nationality: Ugandan  
Gender : Male  
  
Visa Status : Visit Visa  
Date of Birth : 01-jan,1992

**Position: Sales Man**

**PERSONAL PROFILE**

Efficient, client focused, and a results oriented professional with strong interpersonal, communication and training skills with respectful, upbeat and outgoing personality ready to work in any field to build on my skills and experience.

**CARRIER OBJECTIVE**

Work with a reputable corporate institution at the highest level of operation where I am able to offer professional experience in the hospitality and customer service.

**SKILLS AND COMPETENCIES**.

1. Friendly and engaging.
2. Perfect communication skills.
3. Flexibility and adaptation to changing environments.
4. Quick learner.
5. Self-disciplined.
6. Excellent team working skills.
7. Strong attention to detail.
8. A good listener.
9. Professionalism.

**CAREER HISTORY**  
  
**Sales Man –Freedom city Mall**  
January 5 month   
Involved in the strategic market planning for the companies services, as well as being in charge of the sales team. Organized merchandising operations and major events like promoting new store openings or product launches.

* Proposed and gained the company’s Main Board acceptance to revised bonus schemes for sales staff.
* Reduced costs by merging software technologies through different departments.
* Involved in developing a new sales incentive scheme that was adopted across our company.
* Responsible for forecasting market trends.
* Making sure products and services are supplied to customers on time.
* Involved in the training of new sales staff.
* Handle customer’s question, complaints, and issues
* Attend trade shows identify new products and services
* Ensure merchandise is and ready to be displayed
* Maintain inventory and ensure items in stock
* Ensure promotions are accurate and merchandised to the company standards.

**Sales Man Shoprite Kampala Sep 2012 to Oct 2015  
Sales Man Nakumatt Oasis Shopping Mall November 2015 to November 2016**

**KEY RESPONSIBILITIES:**

* Welcomed and acknowledged customers with a smile.
* Thanked guests with a genuine appreciation.
* Ensured high levels of customer satisfaction.
* Assessed customer needs and provided assistance and information on product features.
* Teamed with co-workers to ensure proper customer service.
* Built productive and trustable relationships with customers.
* Resolved customer queries.

**ACADEMIC QUALIFICATION:**

Uganda Certificate of Education (UAE)

Uganda Advanced Certificate of Education (UAE)

Diploma in computer science and networking

**LANGUAGE AND COMMUNICATION SKILLS**

|  |  |  |  |
| --- | --- | --- | --- |
| Language | Reading | Speaking | Written |
| English | Excellent | Excellent | Excellent |
| Luganda | Excellent | Excellent | Excellent |

**REFEREES:**

Available on request