 CURRICULUM VITAE

 **PERSONAL INFORMATION**

Name : PRINCE

Visa status : Employment visa

Nationality : Cameroonian

E-mail : prince.375907@2freemail.com

Address : Dubai investment park 1.

Mobile : Whatsapp +971504753686 / +919979971283

Language : English (fluent) French (fluent) German (beginner) and Arabic (beginner)

 POSITION: SALES EXECUTIVE.

CAREER OBJECTIVE

 Highly motivated, result-oriented sales professional with extensive experience in driving new business by creating innovative sales plans. Demonstrated ability to target prospect accounts, understand customer’s needs and deliver the value proposition for company’s products and services. Well known for developing and implementing innovative strategies for sales enhancement and I have the ability to persuade clients in their buying decisions. KEY SKILLS AND COMPETENCIES

* Able to engage and speak to customers.
* Able to persuade and influence customers.
* Able to demonstrate good CRM.
* Computer proficiency in Microsoft word, power point, Excel and outlook
* POS Operations, control and merchandising.
* Communicating effectively and professionally.
* Identifying trends and capturing markets.
* Can quickly learn new processes
* Ability to follow up business transactions at all times.
* Ability to perform personnel training to self and employees
* Good knowledge in customer issue resolution.
* Ability to conduct first aid and cpr.

### **EXPERIENCE**

**DUBAI PARKS AND RESORTS (UAE) (2017-2018).**

**Position**: **SENIOR RETAIL ASSOCIATE / CUSTOMER SERVICE.**

**DUTIES AND RESPOSIBILITIES:**

* Greet customers and welcome them into the store/ shop.
* Provide information on the company’s products and services.
* Clean up and provide any arrangements were necessary.
* Escort customers to their aisles of choice and help them locate products.
* Operating the till and accurately counting and reconciling the till float.
* Assist guest in areas of decision making were necessary.
* Ensure that all orders are placed in the order database and delivered to the customer in a timely fashion.
* Assist in managing discrepancies and complaints.
* Manage logs and reports for goods sold.
* Handling customer’s transactions on POS register system.

**COWBELL BEVERAGES LLC** **(GHANA) (2014– 2016)**

**POSITION:** SENIOR SALES EXECUTIVE/ MARKETER.

**DUTIES AND RESPONSIBILITIES:**

* Market company goods to existing customers and prospects.
* Offers technical advice, answers questions, arranges plant visits, provides quotes and offers samples to secure customers’ printing business and contact people who are in a position to influence the purchase of printing.
* Assists and presents the quote and/or proof to the customer in a professional manner.
* Effectively attending conferences and trade shows.
* Using marketing data to maximize sales effectiveness and efficiency by using relevant sales management tools.
* Organizing joint sale calls and attending them with vendors.
* Preparing reports for sales and marketing and maintaining expense accounts.
* Performing updating and maintenance of accounts of customer including contact names and numbers for future sales.
* Ensuring follow-up after passing leads to managers with complete profile customer. Information, calls-to-action, sources, date.

**NEXTEL TELCOM & ELECTRONICS LLC (CAMEROON) (2012-2014)**

**POSITION: TEAM LEAD SALES / CUSTOMER SERVICE AGENT**

**DUTIES AND RESPONSIBILITIES:**

* Timely and safely open and close retail store
* Demonstrate exceptional product knowledge while assisting customers
* Answering questions regarding products
* Receive, check, shelve and sell merchandise
* Maintain overall cleanliness of store.
* Monitor staffs from time to time and ensure everything is ok.
* Run down Daily checks in store.
* Train staffs in sectors were necessary.
* Deposit cash to bank.
* Identify customers who need assistance on the shop floor.
* Take cash from customers and process transactions accurately & efficiently.
* Greet customers and ascertain what each customer wants or needs, without being overbearing.
* Take delivery of stock from suppliers or warehouse and storing appropriately.

**EDUCATIONAL LEVEL:**

* Certificate of Completion in Customer Service Management, Logistics and Supply Chain, Warehouse Operations Management.
* Advance Diploma in Industrial Maintenance Technician.
* Testimonials Practical’s in drilling, firefighting, hydraulics crane operation, health and safety in oil and gas industry.
* High school diploma.

**HOBBIES:**

Enjoy playing football, basketball, and reading, travelling and above all making good friends

REFERENCE: Available on request.