 **WILLIAMS**

**E:** Williams.379946@2freemail.com

**CAREER PROFILE**

A Certified Supply Chain Management and Retail Sales Expert with proven ability to manage inventories, and to develop and inspire sales teams. As a Bachelor degree holder with over five (5) years of experience in Sales Management and Business Supervision, I have developed a track record of successfully managing sales teams, as well as achieving sales targets. I also possess the ability to understand big picture concepts and to dive into the details needed to implement them. Possessing broad technical knowledge of the latest marketing and customer satisfaction methodologies, I am more than able to manage various categories of customers or clients from a strategic and tactical perspective.

**CAREER OBJECTIVES**

Looking forward to a making a significant contribution to a dynamic company that offers genuine opportunities for career progression, and encourages competency and hard work.

**PROFESSIONAL SKILLS**

* Retail Sales Management
* Customer Service
* Organisational Skills
* Sales representation
* Inventory Management
* B2B and B2CSales
* Marketing Management Skills
* Leadership Skills
* Passionate and Self- Motivated
* Effective Communication in the English Language and Basic Arabic
* Creative writing
* Computer Skills (MS Word, MS Excel, PowerPoint)

**EDUCATIONAL QUALIFICATION**

**Bachelor in Education History 2013**

Imo State University,Nigeria

**PROFESSIONAL CERTIFICATIONS**

**Professional Certificate in Customer Relationship Management 2015**

Chartered Institute of Customer Relationship Management

**Supply Chain Management Certificate** **2017**

Brentwood Open Learning College, U.S.A **Supply Chain Logistics Certificate**

Rutgers State University, New Jersey U.S.A **2017
Diploma in Business Success**
Shaw Academy United Kingdom **2018**

**WORK EXPERIENCES**

**ANSAR GROUP,U.A.E (HOME APPLIANCES / ELECTRONIC SECTION) Oct. 2016 –Till Date**

**Position:**Sales Official

**Core Duties:**

* Merchandising
* Assisting customers in making purchase.
* Making the LPO (Local Purchase Order).
* Edging the items which are not moving or slow moving and replacing with the new arrival.
* Achieving the monthly sales target of the section.
* Participating in company’s delivery of customers products.
* Notifying the competitor’s strategy like as weekly offers, advertising and reporting to manager.
* Fully active in the service centre seeing that customer’s complaint are solved in satisfaction.
* Participating in the annual inventory management of the company.

**STANDING STONE ENTERPRISES LTD, NIGERIA May 2011 - July 2015**

National distributors of house fittings

**Position:** Sales Manager

**Core Duties:**

* Train, educate and coach distributors on product display, merchandising, and stock rotation to add to their business and enhance visibility in the trade.
* Ensure that bulk delivery (BDU) truck utilization is in line with company standard of 100% regardless the season.
* Consolidate and submit dealers’ commission for approvals.
* Getting dealers request from the trade.

**PERSONAL INFORMATION:**

**Nationality:** Nigerian

**Gender:** Male

**Language:** English

**Date of Birth**: 21st of August 1988

**Marital Status:** Single

**Visa Status:** Employment Visa