**CURRICULUM VITEA**



**PAULINE**

**Visa Status : Visit Visa**

**Address : Dubai, U.A.E.**

***Personal Summary:***

A commitment building customers relationship by reaching out to new clients and nurturing positive interactions with existing customers extremely skilled in explain product features and benefits to customers negotiating packages, pricing and closing sales deals.

 ***Experience:***

Have eight plus in sales and marketing field. Have being as a private entrepreneur for the period of 3 years with personal business. Dealing with perishable goods back in Cameroon my country and was later employed in a more industrialized organization toddlers and teens (T&T) supermarket wave I was able to manage it for the period of 4 years plus as a sales executive and stock controller dealing with cosmetics, toiletries an all form of human accessories was later transfer to hotel domain as a bar attendant for the period of 1 year.

***Dubai Experience: 8 months.***

3 months in housekeeping

5 months in sales and marketing hair gallery shop dealing with whole sales and retails of human accessories Sabkha Bus Station, Deira.

***Duties and responsibilities:***

* Working as part of the sales team to develop both new and existing markets.
* Involved in developing sales & pricing strategies.
* Liaising with customers & the dealer network to answer and resolve their queries.
* Indentifying and then researching potential leads and opportunities.
* Constantly developing existing sales processes which will generate sustainable growth. Responsible for developing own portfolio of customers.
* Collecting all the information required to create a request for an estimate.
* Writing accurate & informative sales reports and documentation.
* Contacting prospective clients by phone an email.
* Identifying customers needs.
* Dealing with a diverse range of clients in the private and the public sector.
* Evaluating competitor activity and developing appropriate responses.
* Attending sales appointments at clients premises.
* Attending trade shows and exhibitions when required.
* Cold calling potential clients via telephone or personal visit.
* Making appointments to meet new and existing clients.

***Skills:***

* Good communication skills and a excellent telephone manner.
* Able to sell to large and small clients.
* Proven experience in launching new products. Have a professional style of communication & ability to build rapport with prospective customers.
* Team work and flexible.
* Ability to introduce and easily adopt to new introduce knowledge.
* Endurance

***PERSONAL PROFILE:***

Age & Date of Birth : 6th November, 1989

Marital Status : Single

Sex : Female

Nationality : Cameroon

Language : English

Visa Status : Visit Visa

Personal Contact : Pauline-389562@gulfjobseeker.com

Reference : Mr. Anup P Bhatia, HR Consultant, Gulfjobseeker.com 0504753686

***ACADEMIC & PROFESSIONAL QUALIFICATIONS:***

* Higher Education
* Business Finance and management (First Degree)

***CONCLUSION & DECLARATION***:

*I hereby certify that above information is true correct to the best of my knowledge and ability. It will be pleasure if you will give me a chance to have an interview in your company.*

***Pauline***