CURRICULUM VITAE

PERSONAL INFORMATION

Name : MESEMBE

Nationality : Cameroonian

Gender : Male

Date of birth : 03/12/1994

Email : mesembe-392230@2freemail.com

Marital Status : Single

Address : Dubai, UAE

Visa Status : Visit Visa

Language : English and French

SALES EXECUTIVE

PERSONAL PROFILE STATEMENT / CAREER OBJECTIVE

I am an approachable, motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the organisation’s revenue generation. I have expert knowledge of the selling process and I fully recognise the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues and third-party stakeholders.

ACHIEVEMENTS

* Employee of the month at Source du Pays for excelling sales target
* Bachelor’s Degree in Social Sciences

EDUCATION

October 2013 – october 2016Bsc. Geography, University of Buea

September 2011 – June 2013 Advanced level Certificate of Education, Govrnment Bilingual High School Muyuka

September 2006 – June 2011 Ordinary Level Certificate of Education,Government High School Ekona

**EMPLOYMENT AND WORK EXPERIENCE**

January 2017-June 2019 Sales Assistant CONGELCAM SARL

* Liaising with head office to ensure relevant stock is delivered on time
* Responsible for the marketing and advertising on new and existing products
* Increasing the visibility of Nestle products via implementing POS displays
* Using negotiation and communication skills to sell new products in small retail outlets to maximise shelf space and increase market share
* Ensuring sales targets are met before the specified deadlines
* Supervising junior sales representatives
* Participating in meetings with the organisation’s board of directors

May 2014-November 2017 Sales Agent Heartland Supermarket

* Demonstrating products to customers
* Maintaining good business relationships with existing clients
* Liaising with suppliers and manufacturers on a daily basis
* Holding meetings to discuss progress of existing projects
* Deal with customer feedback, enquiries, complaints and refunds
* Ensuring that business paperwork is stored in a secure location

**PROFESSIONALTRAINING AND QUALIFICATIONS**

* Attestattion of active service Ecobank Cameroon

**SKILLS**

* Expert knowledge of the selling process and effective sales technique
* Excellent communicator and relationship builder skill
* Social media skills
* Pro-active, organised and an individual and team player
* Motivated in target driven environments
* Optimistic and a positive can do altitude

**HOBBIES AND INTERESTS**

I enjoy socialising with friends and family as well as keeping up to date with current affairs. In addition, I am a keen enthusiast for football and enjoy watching both international and local football leagues.