**CURRICULUM VITAE**

**APPLYING FOR SALES EXECUTIVE / ASSOCIATE POSITION**

**IBRAHIM**



Email : Ibrahim.369521@2freemail.com

***Dubai, UAE***

**PERSONAL DETAILS**

Nationality : Ugandan

Gender : Male

Date of Birth : 11/18/1991

Marital Status : MARRIED

 ***Visa Status: Visit Visa***

**OBJECTIVE**

As a highly motivated and creative individual, my career aspiration is to contribute to the best of my abilities and services in the field of sales. Utilize the knowledge obtained over time in the field of sales and marketing for the success of the organization’s set goals and strategic direction, through promotion of efficiency and effectiveness at work.

**PERSONAL SUMMARY**

Am a result driven committed and articulate individual with excellent interpersonal and communication skills and a high level of customer commitment. Multi skilled with the ability to plan and manage territory whilst, maintaining & developing. Can clarify with customers and co-worker the ethical values and methods of sales and marketing to foster a high degree of customer service and business success. I possess good team spirit, deadline oriented and have the ability to succeed in a demanding sales environment. Now looking forward to making a significant contribution with an ambitious and exciting company that offers a genuine opportunity for progression.

**KEY SKILLS AND COMPETENCIES**

* Ability to work both independently and as a team
* Good Negotiation and deal cutting skills.
* Confident, with Efficient and effective decision making Skills
* Sales Plan Development, Strategic Sales & Marketing.
* Great problem solving skills and.
* Great phone etiquette, listening and talking skills.
* Recognized Promotion Abilities.
* Business Operation Management and administrative skills.
* Good communication and inter personal skills.
* Client Relationship Management.
* Customer Service and Care Oriented.
* Proven experience in launching new items and products.
* Can operate under pressure and during rush hours.

**EMPLOYMENT HISTORY PROFESSIONAL EXPERIENCE**

**POWER ELECTRONICS - KAMPALA UGANDA**

**SALES/ MARKETING AGENT - (DECEMBER2011-SEPTEMBER 2013)**

* Attending to customers and showing them around items sections and showing them how they can make them function.
* Working closely with the entire sales team to develop both new and existing markets, was also involved in determining the prices of the products according to the market changes.
* Liaising with customers and dealer networks to answer and resolve any queries.
* Attractively market new items in the stores in order to persuade clients purchase them.
* Maintaining proper records of the company through proper book keeping and taking inventory of the entire Shop.
* Explaining to clients the different products in stock, the various purchase benefits including terms of guarantee and warrantee.
* Making appointment to meet new and existing clients.

**WANDEGEYA GENERAL TRADING CENTRE**

**MAIKAY SALES AGENT - (OCTOBER 2013- OCTOBER2015)**

* Welcoming, greeting and showing clients the different item sections they could choose from and assisting them pick out what they require.
* Placing orders early enough with suppliers to ensure a ready and convenient stock for trade.
* Provides marketing tracking and research information by collecting, analyzing, and summarizing data and trends.
* Dealing with a diverse range of clients in the private and public sphere.
* Contacting prospective clients on telephone, face to face, on social media or mail.
* Attending seminars for work productivity to gain updates job knowledge by participating in educational opportunities.
* Organizing the store in an orderly and attractive manner and selecting the different products and items for display.
* Engaging with clients in a professional way as they come to pick out their items of choice and inquire about more items that they would need in the store.
* Handling customer complaints and ramifications thereby ensuring customer satisfaction.
* Advising customers on item works best depending on their money value.

 **EDUCATIONAL CREDENTIALS**:

* Bachelor’s Degree (Makerere University Uganda)
* Old Kampala secondary school (Advanced certificate)

 **LANGUAGES**

 ENGLISH (FLUENT IN WRITTEN SPOKEN, LISTENING AND READING OPEN TO LEARNING MORE)

 **REFERENCE**

 Up on Request.