

**PERSONAL DETAILS**

Born: 01/01/1992

Birth Country: Uganda Nationality: Rwanda Marital

**SUMMARY**

I am forward thinking,

hardworking and dynamic person who ensures that what has to be done is done effectively and efficiently within the constraints of budget and time.

I am a born negotiator who can successfully talk through disagreements between highly entrenched parties.

I am organised and willing to accept responsibility in order to meet deadlines promptly.

**SKILLS**

* Territory and account management.
* Customer Relationship
* Presentations and proposals
* Competitive product reviews
* Excellent negotiating tactics
* Performance tracking and evaluations
* Marketing and competitive analysis

**Derrick**

**Email:**[**derrick.389866@2freemail.com**](mailto:derrick.389866@2freemail.com)

**OBJECTIVE**



**Seeking challenging placement in an innovative and system-based organization to make a real contribution towards the development of the organization and consequently creating opportunities for career growth and advancement.**



**QUALIFICATIONS**



* 2016 : **Mount Kenya University**

Bachelor of Business and Information Technology (BBICT)

* 2016 : I completed Course **“An Introduction to programming**” offered by University of Edinburgh.
* 2015 : I completed Course **“Effective Problem-Solving and** **Decision-Making”** offered by University of California, Irvine.
* 2012 : **Lycee de Kigali**

High school diploma in Maths – Physics- Computer Science

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|  | **WORKING EXPERIENCE** |
| **Company** | : DECENT DEALERS |
| **Position** | : Area Sales Manager |
| **Year** | : June 2016 – 2019 |



I am responsible of managing, training and motivating my team to drive revenue growth. Develop an efficient distribution networks for sales and monitoring team performance, analyzing data, periodical forecasting and reporting to higher managers.

**Company** : DECENT DEALERS



**Position** : Sales and Marketing Coordinator

**Year** : January 2014 – May 2016

My responsibilities were to markets products by developing and

implementing marketing and advertising campaigns; tracking sales data; maintaining promotional materials inventory; planning meetings and trade shows; maintaining databases; and preparing reports.

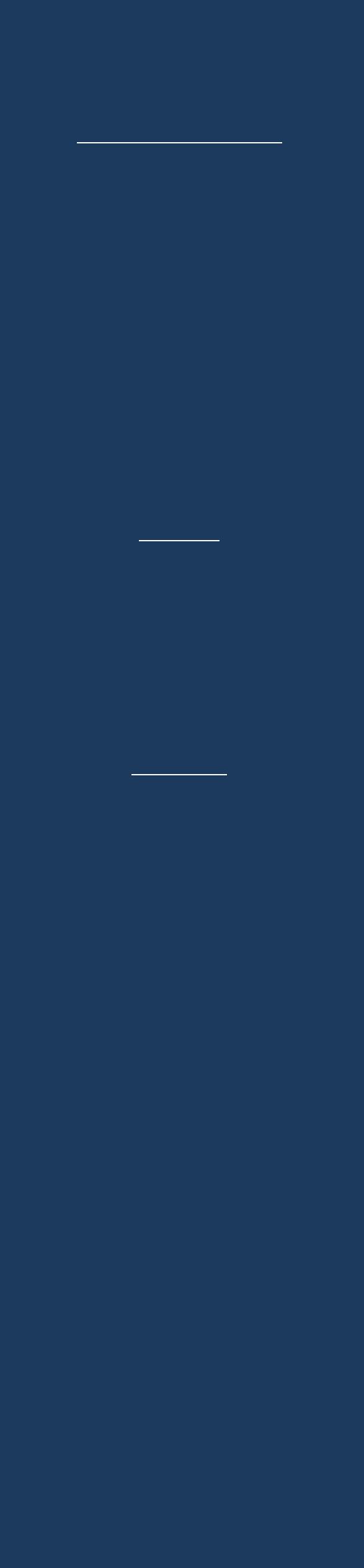
**Company** : LEAK Ltd.



**Position** : Program Assistant.

**Year** : March 2013 – December 2014

My duties were to perform basic administrative duties such as answering phones and emails, filing, and managing schedules, while also assisting in budget oversight and event planning. Maintains office calendars and sends out reminders of impending appointments.



**COMPUTER SKILLS**

* Microsoft office: (Word, Excel, Power point, Outlook, Publisher.)
* Database SQL Server management.
* Computer Networking.
* In-depth understanding of Software development life cycles.
* Programming.

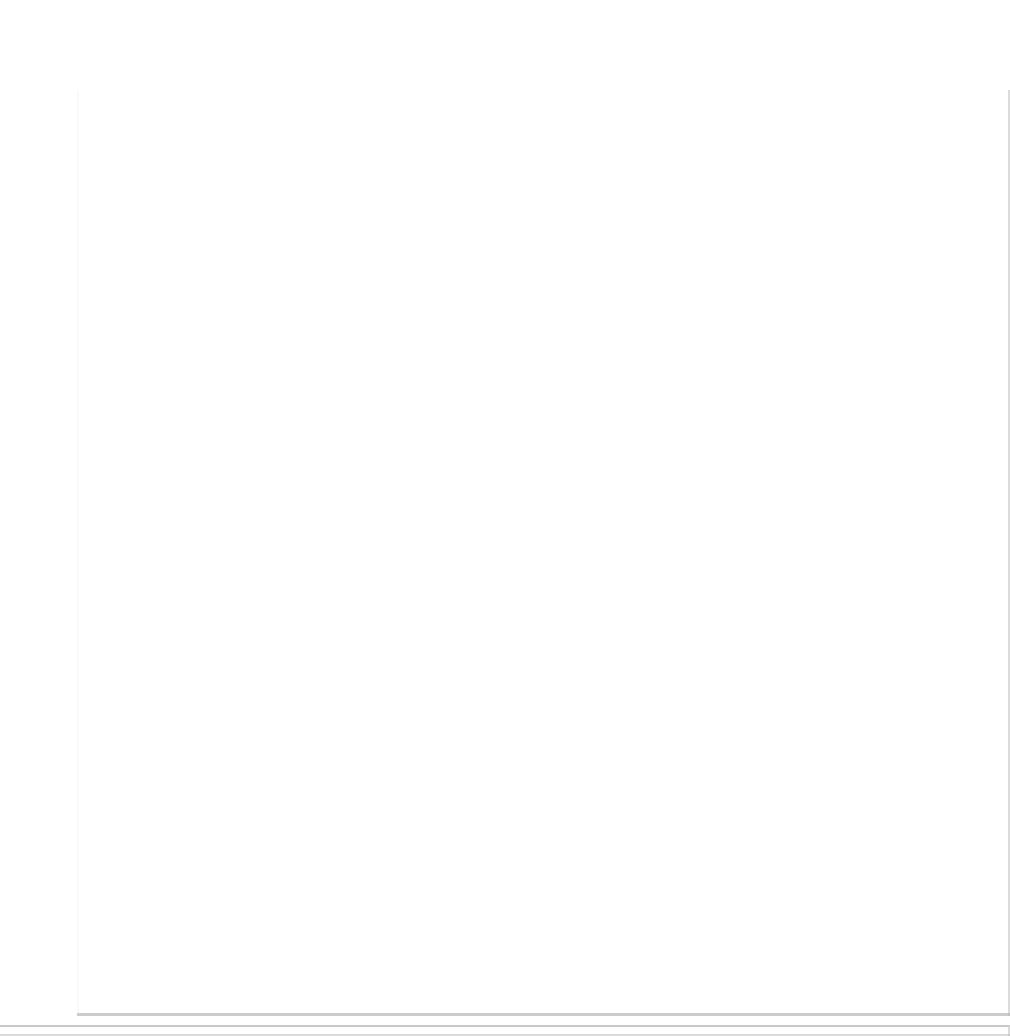
**HABITS**

* Hardworking.
* Good behavior
* Good Public Dealings.
* Polite.
* Respective.
* Punctual.

**HOBBIES**

* Travelling.
* Watching soccer
* Making new friends
* Listening to Music
* Sports

**ACHIEVEMENTS**



* Increased yearly sales by 35 % to over $ 67, 000 by cultivating successful customer relations and efficiently resolving service requests.
* Increased revenue by obtaining and securing new accounts, while providing value-added services to existing clients.
* Streamlined operational efficiencies, tracking weekly sales to develop senior leadership reports for corrective action planning.
* Enhanced market penetration by conducting thorough competitive analysis and customer satisfaction surveys to identify entry points and requirements.
* Improved customer confidence and recovered previous year sales losses by building and renewing customer relationships to define market opportunities.
* Managed and grew key customer accounts, including contract review, production scheduling and customer engineering support.
* Secured long-term accounts by identifying client needs and providing recommendations to promote brand effectiveness and product benefits and delivering product on time.
* Coordinated data and materials from stakeholders and entered information into tracking spreadsheets, documents and databases.
* Completed administrative tasks for staff, such as making copies, proofing documents and distributing mail.

