

DANIEL TWENEBOAH KODUA

SALES AND MARKETING



Phone: (971) 50 518 3585 | **Email:** danieltweneboahkodua@gmail.com | **DOB:** 31/03/1994 | **Visa:** Resident | **Address:** 62 40 C St - Deira - Dubai.

APPLYING FOR SALES AND MARKETING

CAREER OBJECTIVES

Looking for a salesperson position with a company that will provide career growth and the ability to use sales expertise, passion, and customer service skills. I'm a talented salesman with skills and some experience in business and customer service seeking a career with a dynamic environment where I can learn new things and get a chance to realize my potentials as a salesman. By being an asset to the company and helping the company to attain pinnacle of success

PROFESSIOINAL SUMMARY

Pleasant, goal-oriented and customer service-focused Salesman with deep insight of assisting customers with their queries. Self-motivated and adaptable individual who has an exceptional ability to get along with people from different walks of life.

EDUCATIONAL QUALIFICATION

- ✓ High School Certificate of Education – Ghana

WORKING EXPERIENCE IN UGANDA

COMPANY : COMMUNITY 25 MALL, TEMA GHANA
POSITION : SALES MAN
DURATION : 1 YEAR

DUTIES RESPONSIBILITIES

- ✓ Ensure high levels of customer satisfaction through excellent sales service.
- ✓ Assess customers' needs and provide assistance and information on product features.
- ✓ Welcome customers to the store and answer their queries.
- ✓ Follow and achieve department's sales goals on a monthly, quarterly and yearly basis.
- ✓ Maintain in-stock and presentable condition assigned areas.
- ✓ Remain knowledgeable on products offered and discuss available options.
- ✓ Process POS (point of sale) purchases.
- ✓ Cross sell products.
- ✓ Handle returns of merchandise.
- ✓ Team up with co-workers to ensure proper customer service.
- ✓ Build productive trust relationships with customers.
- ✓ Comply with inventory control procedures.
- ✓ Suggest ways to improve sales (e.g. planning marketing activities, changing the store's design)

PERSONAL SKILLS

- ✓ Excellent negotiating and skills resolving conflict.
- ✓ Strong professional communication skills.
- ✓ Intimate understanding of business and marketing processes.

- ✓ Ability to learn product knowledge quickly and relay this complicated information to customers.
- ✓ Problem solving, critical thinking and analysis.
- ✓ Extensive history using phone and email professionally.
- ✓ Familiar using office equipment effectively.
- ✓ Ability to up sell on the majority of orders.
- ✓ Strong time management abilities
- ✓ Implement standard closing techniques.

HIGHLIGHTS OF QUALIFICATIONS

- ✓ Proven ability to greet customers according to company protocols and go the extra mile in ensuring their satisfaction.
- ✓ Skilled in recommending products according to customers' requirements and specific interests.
- ✓ Familiar with demonstrating use of products and providing insight into after sales services.
- ✓ Proficient in handling gift wrapping duties, along with organizing and processing product exchanges.

LANGUAGES

- ✓ English

HOBBIES

- ✓ Reading books
- ✓ Travelling
- ✓ Watches movies

DECLARATION

I declare that the information presented above is strictly binding on to me.