

# SALES EXECUTIVE

BUKENYA IBRAHIMOVIC



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## PERSONAL OBJECTIVE

A reliable, trustworthy and conscientious sales executive who is able to multi-task, handle pressure, work as part of a team and most importantly inspire customers to make a purchase. With infectious enthusiasm and an inspirational style, I have used my extensive experience of the retail industry to develop superb organizational, problem solving and sales skills. I am an exceptional person who can explore new territories and push existing limits in the search for sales. Am is currently looking for a suitable sales associate opportunity with a company that will not only challenge my professional but also allow me to develop my knowledge & potential.



## WORK HISTORY

### WAREHOUSE ASSOCIATE

*Tiffany Foods Ltd Sharjah U.A.E Oct 2019- JUN 2021*

- Set up work areas with necessary supplies.
- Receive shipment from clients (materials)
- Minor maintenance on shop machines such as checking liquid levels, cleaning, changing parts.
- Assist machine operator with minor manufacturing operations.
- Thoroughly inspecting merchandise for any damages and discrepancies
- Using electric buss, hand carts or pallet jacks to load ,unload, move, stack and arrange merchandise accordingly
- Contacting suppliers or distributors to resolve any shipment or delivery issues
- Keep a clean and safe working environment and optimize space utilization
- Carry supplies to work area, loading cans on conveyor belts and remove scrap
- Report any outstanding matter before signing off.
- Strategically storing merchandise to maximize storage space with in the warehouse
- Promptly processing distribution orders or request, which includes retrieving specified merchandise from storage as well packing, sealing and labelling merchandise accordingly



## EDUCATION

### DEGREE IN COMPUTER SCIENCE

*Namasuba College of Commerce  
2015 Jan- Oct 2017*

### CERTIFICATE IN PERSONAL TRAINING

*Train Fitness International limited  
England  
Mar 2016- Dec 2017*

### CERTIFICATE IN DIRECTORATE OF INDUSTRIAL TRAINING

*Ministry Of Education and sports  
Kampala Uganda Jan 2016- Oct 2017*



## KEY SKILLS

- Team Leadership
- Time management
- Critical Thinking
- Computer savvy
- Service Orientation
- Well presented
- Communication
- Attention to detail
- Persistence
- Confidentiality

## AREAS OF EXPERTISE

### RETAIL

- Able to help customers find what they want.
- Fully aware of security issues concerning stock in relation to shoplifting, leakage and theft
- Experience of working in a commission based sales environment.
- Able to maintain high standards of display & visual merchandising to ensure the store is well presented.
- Ready and able to work individually or within a team environment.
- Good with numbers, and able to use modern computerized equipment and specialist retailing software

### SALES

- Good numerical skills with the ability to manually calculate costs without error
- Able to promote a store and its products through effective marketing activities like leafleting etc.
- Experience of working in a commission based sales environment
- Able to accurately describe a products features and benefits to a customer.

### PERSONAL

- Willing to work on a shift basis including evenings and weekends.
- Always smartly dressed, articulate and presentable
- Ability to take ownership of issues and to work alone with little or no supervision
- Extremely organized with a high level of attention to detail.
- Ability to respond to timeframes and deadlines with pace

### SALES EXECUTIVE

#### *Rwanda Airways Kampala Uganda Dec 2016- Sept 2019*

- ❖ Serving customers at the sales counter.
- ❖ Offering face to face advice to customers on the stores products.
- ❖ Maximizing store revenue by suggesting upgrades, insurance and add-ons to customers.
- ❖ Processing returns and refunds as required in line with company procedures.
- ❖ Occasionally being responsible for the stores security including being its key holder.
- ❖ Using the stock management system to log, check, locate and move stock both in and out of the store. Responsible for the daily management of the till in the absence of the senior members.
- ❖ Ensuring that all areas are clean and adhere to the company's clear floor policy and Health and Safety requirements

### DECLARATION

I would be very much welcome person meeting with you to discuss your needs ability to meet them. My schedule is flexible and I am available for interviews. Thank you for your time, consideration and forthcoming response

### REFERENCE

Available upon request / immediate joining



## STRENGTH

- Ability to work on my own or in teams
- Excellent communication, planning and organizational skills
- Excellent grooming standards
- Good communication skills
- Good knowledge of housekeeping processes and procedure

## LANGUAGES



English

Kiswahili

Afrikaans