



VIVIAN OMALE

Mobile no: +971568088485

Email: vivianomale4@gmail.com

Nationality: Nigeria

Visa status: visit visa

PROFESSIONAL PROFILE

- A professional with over 2 years of Sales/Marketing experience
- Expert in planning and integrating new customer prospecting campaigns, increasing agency acquisition rate
- Excellent in negotiating, qualifying/analysing clients and market research.
- Proficient use of CRM, Microsoft package and conducting online presentation

EXPERIENCE SALES

SILVERBIRD CINEMA- 2014

MODUPE'S BOUTIQUE- 2016

LUPEES'S SUPERMARKET- 2019

AL NASEL ELECTRONICS-2020

DUTIES

- Developed relationships with new clients and typically exceeded sales goals
- Maintained 99% accurate product knowledge in a fast paced, mostly self development environment.
- Spearheaded communication with client to understand pain points. Increased customer retention.
- Prepare documents and clear slides used for presentations to clients online and face to face.
- Conduct full pitch on the phone to over 500 clients per week on upscale properties. Convincing clients to make payments.
- Pitching full benefits of off plan projects, convincing clients of its suitability based on market value after completion of project. Identifying business opportunities by
- identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Conducting training sections for sales team to improve sales technique.

EDUCATION

Senior secondary certificate-2013

Bsc Mass Communication-2020

AREAS OF EXPERTISE

- Building team work
- closing sales
- Lead generation
- Identifying opportunities
- Telesales
- Extensive product knowledge
- Client conversion
- Managing customer satisfaction
- Experienced in phone calls, emails and general follow ups
- Ability to communicate effectively with various nationalities and accents in English
- Positive attitude
- Fluent English speaking and writing ability
- Strong intrapersonal skills

