



Melissa Chidamahiya

Consultant

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Enthusiastic Consultant with 6 years of experience motivating and leading sales teams to victory. Consistently increased sales over 15% annually. Promoted to first sales management position in just 14 months as Client Engagement Specialist. Have been listening to and applying feedback and change ever since to smash targets.

WORK EXPERIENCE

Consultant

Global Management Consultants Dubai

09/2020 - Present

Global provides full-circle consultancy to top international clients.

Achievements/Tasks

- Planned and facilitated training sessions for 2 groups of consultants with top international trainers to launch a successful business transformation.
- Led a team of 3 to provided consulting services to an American educational company which **led to a 20% increase in enrollment valued \$1.5m.**
- Analyzed both quantitative and qualitative data to be used in CRM development and implementation stages.
- Assisted entrepreneurs in revising business plans, expected to generate US\$5M by 2022.

International Account Executive

Stone Creek Global

04/2018 - Present

SCG is a global private lender.

Achievements

- Spearheaded a team of 18 associates by **building enthusiasm** and adapting feedback and implementing solutions that ensure we exceed our goals.
- Actively monitored key performance metrics of sales team, identified challenges, and created new solutions applying proven problem-solving techniques.
- Inspired team performance daily **using proven behavioral-based coaching**, motivation, and management methodologies.
- Recruit and train team members adhering to all company guidelines.
- Recognized for **increasing sales revenue by 5% in the first 60 days.**

Client Engagement Specialist

Musoromuchena Skills for Life

01/2016 - 04/2018

Helps local start-ups get funded and implement projects.

Achievements

- Earned a promotion just after 14 months by demonstrating the ability to learn quickly and adapt to sales needs.
- Engaged team and motivated with gamification and team building that resulted in 90% employee satisfaction rates.
- Led sales team to consistently **exceed sales targets** by 15% each year.

SKILLS

MOTIVATION



COMMUNICATION SKILLS



LEADERSHIP AND TEAMWORK



STRATEGIC PLANNING



STAFF RETENTION



CRM (HUBSPOT AND SALESFORCE)



CHANGE MANAGEMENT



EDUCATION

Bachelor of Commerce in Economics

(01/2012 - Present)

- Midlands State University, Zimbabwe

Excelled in Investment and International Economics courses.

INTERESTS

Philanthropic work - Helped to raise \$40 000 towards the education of orphans and vulnerable children at the Justice for Children Trust.

Traveling- My best memory is the thunder of the Victoria Falls, though Kyoto is top of my to-go list.

References Available on Request