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|  **JOHN OLUPOT** |
|  |  **Nationality**: **Ugandan** **Tel No: +971 581670409** **Email: olupotjohnasianut@gmail.com** **Visa Status: Visit Visa** **Gender: Male** **Address: Al Satwa** |  |

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| **profile**Results-oriented sales professional with 10 years of experience in both consumer and non-consumer products and a proven track record of exceeding quarterly sales. Highly skilled at creating new relationships and maintaining strong customer relations to create a wide client base and generate revenue. In-depth knowledge of effective sales strategies and exceptional presentation skills. Analytical thinker with the ability to perform well under pressure. Goal and team-oriented with strong leadership and communication skills. |  |  |  |
| **WORKING EXPERIENCE.****Retail Sales Manager, Big Savers Supermarkets. (2019-2021).****Responsibilities.*** Directing and supervising staff engaged in sales, inventory-taking, reconciling cash receipts or in performing services for customers.
* Guiding staff on how to handle difficult and complicated sales.
* Examining merchandise to ensure that it is correctly priced, well displayed and that it functions as advertised.
* Recommend, select and help locate merchandise based on customer needs and desires.
* Monitor sales activities to ensure that customers receive satisfactory services and quality goods.
* Hire, train, post and evaluate personnel performance in Sales and Marketing establishments.
* Enforce safety, Health and security rules.

**Retail Sales person, Big Savers Supermarkets. (2015-2018).****Responsibilities;*** Greet and direct customers
* Provide accurate information (e.g. product features, pricing and after-sales services)
* Answer customers’ questions about specific products/services
* Conduct price and feature comparisons to facilitate purchasing
* Ensure racks are fully stocked as per the recommendation
* Coordinate with the Retail Sales Representatives team to provide excellent customer service (especially during peak times)
* Inform customers about discounts and special offers
* Provide customer feedback to the Store Manager
* Stay up-to-date with new products/services

**Sales executive Electronic security products, Guards, K9 Tight Security Limited****2010-2017**Responsibilities:* Meeting with clients virtually or during sales visits
* Demonstrating and presenting products
* Establishing new business
* Maintaining accurate records
* Attending trade exhibitions, conferences and meetings
* Reviewing sales performance
* Negotiating contracts and packages
* Working towards monthly or annual targets
* Communicating job expectations and Monitoring business progress
* Reporting to management about any business opportunities available for a tap in.
* Evaluating business performance and developing marketing strategies.

**TRAINING AND EDUCATION BACKGROUND.****D**iploma in **R**ecords **M**anagement - **YMCA** Institute**U**ganda **A**dvanced **C**ertificate of **E**ducation – Kololo Secondary School.Marketing and sales trainings at Big savers, Tight security and Airtel Telecom respectivelyValid Ugandan Driving license Emergency First Aid Training. Fire and Safety training.  |  |  |  |