

MULINDWA EMMANUEL

PROFICIENT SALES EXECUTIVE

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PROFILE SUMMARY

Strong background in information technology sales and marketing with a proven track record of success in selling tech products and services to a variety of clients, from small startups to large enterprises. Skilled graphic designer, with proficiency in Adobe Photoshop and Illustrator, a web-developer well-versed in digital marketing, utilizing various online marketing techniques such as Search Engine Optimization to drive traffic and generate leads for businesses

EDUCATION

Bachelor's degree of Science in Biotechnology

Makerere University - Kampala

June 2015 to December 2018

Certificate in Sales and Marketing

East African College of Leadership - Namuwongo

Sept. 2019 to October 2019

WORK EXPERIENCE

Sales Executive & Support Technician

Maven-Tech Enterprises - Kampala

February 2020 to March 2023

- Developing and executing sales strategies
- Building and maintaining relationships with customers
- Identifying new business opportunities
- Managing the sales process including leads generation, qualifying prospects, delivering presentations, negotiating contracts, and closing deals
- Providing feedback to the management team on customer needs
- Install, configure, and maintain CCTV camera systems
- Develop and design visually appealing websites
- Configure hardware and software systems for businesses
- Design marketing materials such as banners, flyers, and social media graphics
- Develop and implement digital marketing strategies
- Collaborate with other team members to provide technical support to end-users

Achievements

- Introduction of new customer accounts over 125 in three years
- Consistently achieved sales targets by 85% on a monthly basis
- Increased customer loyalty due to improved customer service quality
- Problem-driven entrepreneurship and new businesses emerged.
- Initialization of market-driven product development for better competition
- Empowering relationship-based selling style for referrals and customer loyalty

**Customer Relations Officer
ITKati (U) Limited - Kampala**

January 2019 to February 2020

- Leads Generation
- Conversion of leads to clients
- Close of sales
- Client development

Achievements

- Introduced new product ideas
 - Introduced new customers and customer accounts
 - Achieved sales targets
 - Increased customer loyalty
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INTERESTS

- Volunteering
 - Exercising
 - Traveling
 - Reading
 - Networking
 - Learning new skills
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REFERENCES & PORTIFOLIO

Available upon request