



**Situ
Wambura**

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255, Dar Es Salaam Tanzania

Summary

Proven skills in promoting products and boosting revenue by connecting with customers and effectively communicating sales recommendations. Well-organized, reliable and experienced in setting up displays, restocking shelves and supporting in-store customers with knowledgeable assistance. Enhance store loyalty with unparalleled support.

Customer-oriented sales professional with six years of experience building relationships, cultivating partnerships and growing profit channels. Strategic-thinking leader with expertise in expanding network connections, persuasively introducing products, territory development and revealing customer needs to deliver solutions.

High-energy sales and customer relations professional well-versed in communicating with different individuals and negotiating successful solutions. Focused on offering superior support and meeting all production targets. Creative in applying expertise in sales to building robust solutions that enhance loyalty, promote retention and support revenue objectives. Skilled in leadership functions such as training and mentoring new associates.

Detailed Sales Representative well-known for turning problem accounts into long-term customers. Reliable and quick-paced. Proponent of team-based sales efforts.

Experience

Planet microfinance

Sales Representative | Dar Es Salaam, Tanzania 10/2021 to 08/2022

- Developed key customer relationships to increase sales.
- Answered product questions with up-to-date knowledge of sales and promotions.
- Placed orders and answered customer questions in-person, through email and over phone to maximize customer service.
- Contacted new and existing customers to outline benefits of products.
- Fostered relationships with customers to expand customer base and retain business.
- Created successful strategies to develop and expand customer sales.

Vodacom Tanzania

Salesperson | Dar Es Salaam, Tanzania 07/2016 to 2019

- Developed key customer relationships to increase sales.
- Sparked social conversations with customers to provide friendly atmosphere and smooth shopping experience.
- Placed orders and answered customer questions in-person, through email and over phone to maximize customer service.
- Arranged merchandise for display to highlight new styles, attract customers and enhance sales.
- Maintained current store, product and promotional knowledge to drive consistent sales.

Mwananyamala regional hospital dar es salaam

Cashier | Dar Es Salaam, Tanzania

- Operated cash register or POS system to receive payment by cash, check and credit card.
- Accepted cash and credit card payments, issued receipts and provided change.
- Answered customer questions and provided store information.
- Delivered high level of customer service to patrons using

Diligent professional offering six years of experience in aggressively promoting and selling my previous job products to achieve company quotas and expectations. Accommodating, welcoming and skilled in recommending merchandise based on individual requirements. Proficient in pos and computer.

Skills

- Revenue Generation
- Customer Service
- hospitality Industry Expertise
- Staff Training
- Strategic Planning
- Training and Development
- Sales Closing
- Customer Needs Assessment
- Prospecting Skills
- Lead Prospecting
- Sales Expertise
- Product Promotions
- Interpersonal Communication Skills
- Customer Relations
- Personnel Training

Education and Training

Bachelor of Arts

St John's University of Tanzania
Dar Es Salaam Tanzania
Arts With Education, 12/2015

- Completed coursework in , history and language

High School Diploma

Mbezi High School
Dar Es Salaam Tanzania
07/2012

Kanyigo Secondary School
Kagera Tanzania
11/2009

Some College (No Degree)

Florence Academy
Online
Digital Creator And Marketing

- active listening and engagement skills.
- Completed daily recovery tasks to keep areas clean and neat for maximum productivity.
 - Worked closely with front-end staff to assist customers.
 - Trained new team members in cash register operation, stock procedures and customer services.
 - Processed sales transactions to prevent long customer wait times.
 - Scanned merchandise using point-of-sale system for accurate purchase totals.
 - Collected payments and provided accurate change.

Languages

English: B2

Upper Intermediate

Hobbies.

- Learning new thing
- Reading
- Writting
- Travelling