

HUSSEIN ISMAIL HUSSEIN

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PROFESSIONAL SUMMARY

Results-driven Sales Representative with 4+ years of experience in revenue growth, client relationship management, and sales strategy execution. Holding a Diploma in Human Resources Management, I bring a strong understanding of team leadership, employee management, and business operations. Adept at negotiation, market research, and customer engagement, ensuring increased sales performance and business expansion.

WORK EXPERIENCE

Sales Representative

Zanzibar Textiles | Dar es Salaam

March 2023 – March 2025

- Conducted market research to analyze industry trends, competitors, and customer needs, adjusting sales strategies accordingly.
- Successfully exceeded monthly sales targets through strategic customer engagement and product positioning.
- Managed client relationships, gathering feedback to enhance product offerings and customer satisfaction.
- Led price negotiations and contract discussions, ensuring win-win deals for both the company and clients.

Assistant Sales Coordinator

Sayona Drinks Co. | Mwenge, Dar es Salaam

July 2022 – December 2022

- Provided administrative and sales support to ensure the team achieved its targets.
- Facilitated cross-department coordination between sales, finance, and marketing teams.
- Maintained and updated customer databases, generating sales insights for improved decision-making.
- Assisted in organizing sales events and exhibitions to promote products and attract new customers.

EDUCATION

Diploma in Human Resources Management

Institute of Social Works | July 2022

Secondary School Leaving Certificate

Ugombolwa Secondary School | November 2018

KEY SKILLS

- ✓ Sales & Business Development
- ✓ Market Research & Analysis
- ✓ Customer Relationship Management (CRM)
- ✓ Negotiation & Persuasion
- ✓ Strategic Thinking & Problem-Solving
- ✓ Team Leadership & Coordination
- ✓ Communication & Presentation Skills
- ✓ Event Planning & Promotion

LANGUAGES

- ✓ English – Fluent
- ✓ Swahili – Fluent

REFERENCES

Available upon request.