

## LEPASHIA GUY MAULAIN FONGE (CV)

VISA STAUS	work
AVAILABILITY	Immediate
FIELD	Business management
SPECIALITY	Sales
EXPERIENCE	6 Years
ADDRESS	Tubli block 711
MARITAL STATUS	Married
AGE	35
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### Sales executive

As holder of a professional Bachelor's Degree in Business Management since 2013 from a renowned institution-*university institution of Gulf of Guinea*, I sell products by establishing contacts and developing relationships with prospects, and recommending solutions. Maintain relationship with clients by providing supports, information, and guidance, researching and recommending new opportunities, profit and service improvements.

#### CAREER SUMMARY

2018-2019 : sale supervisor

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking, and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Create frequen treviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams

2016-2018 :Sales manager- Sofacam

- Motivating and advising employees to improve their performance
- Hiring and training new sales representatives.

- Effective planning, setting sales goals, analyzing data on past performance, and projecting future performance
- Leading and coaching a team of salespeople
- Assigning sales territories, setting quotas, mentoring sales team members, assigning sales training, building a sales plan, and hiring and firing sales people

#### **2014-20016: Sales Associate-Sofacam**

- Greeted customers, responded to questions, improved engagement with merchandise and provided outstanding customer service.
- Operated cash registers, managed financial transactions, and balanced drawers.
- Achieved established goals. (increased sales and met target)
- Engaged in sales campaigns to discover potential customers and make the company go more public

#### **2013-2014: Account Associate, Ericsson Cameroon S.A.**

- Carried out market research to identify, developed and maintained potential customers' relationship through friendly phone calls, e-mails and gifts.
- follow medias to be current on existing market situation to improve company's performance
- Monitored competitors' activities and make necessary adjustments on our operational strategies
- Gave positive and speedy responses to customers' needs in a more reliable way.
- Managed a portfolio of accounts to achieve long-term success
- Proposed new businesses to prospects using refined marketing language

#### **SKILLS**

- Computer literate; knowledgeable in word processing, Excel spreadsheets.
- Fast-learner; can understand product descriptions and key selling points quickly.
- Perfect sales personality; friendly, patient, persuasive, pleasant disposition, with a positive attitude.
- Proactive; self-motivated attitude to help customers.
- Excellent communicator with great interpersonal skills.

#### **EDUCATION**

- Professional Bachelor's Degree in Business Management
- 2010-2012: Higher National Diploma in Business Management (HND)
- 2003-2010: Advanced Level Certificate (A/L)

#### **ACHIEVEMENTS**

- Between 2016-2019, I increased sales to 46%
- Initiated the creation of a company's branch in Yaoundé
- Created other business portfolios
- I corrected an internal problem in Ericsson that put in place a local HRM
- Increased customers' satisfaction through a speedy response and additional service

