

Emmanuel Mugabo

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GENERAL PROFILE

A customer-focused and self-motivated salesperson with 6 years of experience. With a record of increased sales goals in a competitive environment and a proven track record of exceeding sales. I am ambitious and like to handle challenging tasks and to take responsibility for it.

CORE COMPETENCIES

- Skills in Data management and analysis using different software (SAGE software SAP software, Excel, MS Word & PowerPoint)
- The ability to read and analyze data for making sales
- Creative problem solver
- Solid negotiation skills
- Building relationships and trust with clients
- Excellent communication skills

EMPLOYMENT HISTORY

Sales representative at Mukamira Key Accounts and Government projects Officer (2024)

Duties.

- To develop annual and monthly customer account plan for assigned accounts
- Implement agreed business development strategies for assigned accounts
- Effective manage trading terms and monitor growth plan
- Negotiate on price with customers to ensure the total volume and profit target are met
- Drive strategic and financial results by identifying growth market opportunities to increasedistribution coverage
- Conduct quarterly customer business review meetings

Customer service officer at MUKAMIRA Dairy Ltd and Inyange Industries Ltd (2024)

Duties

- Collecting and analyzing customer feedback
- Processing customers' orders
- Receiving and processing incoming orders.
- Effective handling of customer complaints and finding solutions

Sales Executive, PRIME Cement Ltd (2021)

Duties

- Cultivating solid relationships with major customers to ensure a continuous flow of sales revenue.

- Identifying promising prospects through cold-calling, networking, and customer referrals.
- Maintaining accurate records of the total number of sales made, potential and existing customers, as well as sales employee performance evaluations.
- Assisting newly recruited records or less experienced sales representatives in answering technical questions posed by customers
- Conducting in-depth research on competitor's products, pricing and market success to gain insight into customer preferences and interests
- Create sales reports

Sales representative, I&M Bank (2020)

Duties

- Interact with new and existing clients to the products and services the bank has
- Helping clients to open new accounts
- Promoted the bank's products
- Selling bank products to business institutions and individuals like Visa cards, loans

Sales representative, Konka group LTD (December 2015)

Duties

- Selling and distributing Konka products to wholesalers in different parts of Rwanda
- Present and promoting products to existing and prospective customers
- Achieved agreed upon sales targets and outcomes within schedule
- Provide reports on sales, customer's needs, problems, interests for new products and services

QUALIFICATIONS & TRAININGS

Academic Qualifications

- Bachelor's degree in business management at Adventists University of Central Africa (AUCA).
- 'A' Level in Mathematics, Economics and Geography (Essa school of science and Administration)

Technical Proficiency

- SAGE software, SAP software, MS Word, MS Excel, and MS Power Point.
- Driving Permit Category B, C, D

LANGUAGES

Fluent in English and Kinyarwanda (Writing and speaking)

REFERENCES

EGIDE KAGABO

Former Sales and Distribution Manager at Mukamira Dairy Ltd

Tel: 0788351522

ERIC RUTABANA

Former Chief Executive Officer at Prime cement Plc

Tel: 0788308873

DECLARATION

I Undersigned hereby declare that to the best of my knowledge and belief, this information correctly describes my abilities, qualifications, experience and myself.....Emmanuel Mugabo

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Kigali-Rwanda

