

Farouk Ssemambo

Sales

Address Dubai, United Arab Emirates, 00000

Phone +971566382707

E-mail ssemambofarouk1@gmail.com



Driven Salesperson well-versed in the intricacies of preparing merchandise for display and sale to maximize exposure and skyrocket sales. Dedicated to utilizing talents to put merchandise on display using visual merchandising techniques.



Skills

- ◆ Experience in sales
- ◆ Sales and promotions
- ◆ Personal accountability
- ◆ Strategic sales knowledge
- ◆ Insurance sales expertise
- ◆ Talented salesperson



Work History

Jan 2020 - Feb 2022 **Sales Person**

Grandiose Super Market , Dubai, Dubai

- ◆ Listened to clients and introduced solutions to satisfy business and personal needs.
- ◆ Logged reports, expenses, receipts, and sales in company database.
- ◆ Developed and grew leads through repeat business and customer referrals.
- ◆ Informed customers of current store promotions to encourage additional sales purchases.
- ◆ Managed customer from initial contact to closing with attention to detail to build loyalty.
- ◆ Networked within community to build and nurture successful relationships with new and long-term customers.
- ◆ Used consultative sales techniques to understand customer needs and recommend relevant products and services.

- Refunded payments for returned items, processed exchanges and offered store credit to achieve customer satisfaction.
- Forged and nurtured impactful relationships with customers to cultivate loyalty.
- Engaged customers in social conversations to create pleasant and easy shopping experience.
- Checked pricing, scanned items, applied discounts and printed receipts to ring up customers.
- Displayed merchandise by arranging in appealing ways to boost sales.
- Effectively located merchandise across various stores to address customer needs.
- Worked to build relationships with customers and built potential for additional sales.

Dec 2017 - Merchandiser

Nov 2019

Tamale And Sons, Kampala, Uganda

- Inspected merchandise for quality and arranged proper display location on floor.
- Removed damaged, out-of-code, not-in-set and discontinued items from displays.
- Verified products appeared at correct locations in proper quantities.
- Updated pricing and signage to complete product displays and educate customers.
- Ran markdown reports, managed store replenishment and analyzed buying reports.
- Advanced sales cycle plans by maximizing placement of promotions, point of sale materials and product visibility.
- Established strong vendor relationships to maintain and support business.
- Prepared interesting and innovative visual displays to grab customer interest and promote sales.
- Planned and coordinated product availability for advertising and promotion purposes.
- Monitored inventory levels and kept adequate stock in product displays on sales floor.
- Checked product levels and recommended new purchases.
- Labeled products, rotated stock and fronted merchandise for appealing display.
- Managed timely and effective replacement of damaged or missing products.
- Stocked designated items on shelves, end caps and displays.
- Completed efficient store resets to prepare store for special promotions and seasonal updates.
- Answered customer questions regarding store merchandise, department information and pricing.
- Followed orders precisely for correct items, sizes and quantities.
- Collaborated with sales team members to stay current on inventory levels, complete accurate orders and resolve item issues.



Education



Jan 2017 - High School Certificate Of Education
Dec 2018 *Sams Park High School - Uganda*



Jan 2013 - Secondary Level Certificate Of Education
Dec 2016 *St. Catherine Secondary School - Uganda*



Conclusion



I can extend great deal of support in streamlining the activities of the organization. I hope you will consider my candidacy for the applied post in your esteemed organization as per my qualification, experience and proven abilities.