

Clement Che Azenwi

 Dubai, UAE

 Clementche25@gmail.com

 +971588281715

Personnel Information



Nationality: Cameroonian
Marital Status: Married
Dependents: Two
Driver's License: UAE Driving License
Profession: Business Development



Objective



An ambitious, highly motivated and energetic Sales Executive with excellent marketing and business development skills. Experience in managing sales and merchandising for established retail outlets, franchises and international brands. A result orientated professional with a proven ability to get results, generate revenue, improve service as well as reduce costs.

I am a dynamic smart, Bilingual and interactive young man with a sound professional background seeking for placement in any collaborative and challenging environment where integrity and cooperate governance are highly valued with an objective to improve my career and support the organization to achieve its goals. My good interpersonal and communication skills, mastery of both French and English languages, professionalism and my empathetic attitude, permits me embrace people from diverse cultures, customs, nationalities and religion.

Strengths & Skills



- Meeting potential clients, visiting sales centers and attending exhibitions and trade fairs.
- Ambitious and highly motivated to meet the demands of the job
- Excellent skills in marketing and business development and reviewing sales performance.
- Experienced in managing sales in various retail outlets and international brands
- Have a track record of getting results and generating sales and improve the service offered
- Able to develop new business opportunities and possess good time management skills.
- Great troubleshooting, problem solving skills and an exceptional communication skill.
- Able to work under pressure with little supervision and targets.
- Previous experience working in competitive markets and delivering results.

Certifications & Training



ISEM – IBCG INSTITUTE: DIPLOMA IN TRANSPORT AND LOGISTIC: 2007 - 2008

UNIVERSITY OF BUEA: BSc IN MANAGEMENT: Sept 2005 – August 2007

HIGH SCHOOL EDUCATION - GCE A LEVEL CERTIFICATE: Sept 2003 – August 2005

SECONDARY SCHOOL EDUCATION GCE O LEVEL CERTIFICATE: Sept 2001 – August 2003

Work Experience



SENIOR SALES EXECUTIVE AND TEAM LEADER - FEB 2021 to Date

KING GRAPHICS DESIGN AND ADVERTISEMENT - Dubai, United Arab Emirate.

- ❖ Supervise sales operations of the sales team.
- ❖ Follow-up leads and samples provided by sales team.
- ❖ Implement strategies to sell products or services.
- ❖ Build new customer base to maximize sales.
- ❖ Retain existing customers by providing prompt customer services.
- ❖ Supervise and oversee the maintenance of customer databases.
- ❖ Analyze competitor pricing proposals and sales strategies.

STORE SUPERVISOR (TELESALES, STORE CONTROL AND MANAGEMENT) MARCH 2012/MAY2020
MH ALSHAYA CO LLC, - Dubai, United Arab Emirates

- ❖ Ensuring proper sales of varying products while ensuring good quality service.
- ❖ Maintaining an indoor presence by taking part in customer service activities, assisting customers in product selection, test and probable sale of the products.
- ❖ Sales of main products and cross selling of other related products, ornaments and gadgets effectively in order to meet sales targets.
- ❖ Taking part in product sampling exercise, to better create awareness on periodic product favorites, hence foster business relations, and improve sales.
- ❖ Identify all cross-selling opportunities by building customer rapport, taking part in training projects, sensitizing clients on new products launched and innovations.

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SALES EXECUTIVE JUNE 2010 – FEBRUARY 2012

MOBILE TELEPHONE NETWORK (MTN) CAMEROON S.A, - DOUALA

- ❖ Responsible for marketing a wide range of the company's products, which included mobile phone, accessories, recharge cards and Sim cards.
- ❖ Represented the company at trade fairs and exhibitions.
- ❖ Launched and distributed company product to over 200-customer base.
- ❖ Involved in the recruitment, interviewing and training of over 30 national sales staff.
- ❖ Increased sales in my department by 7,000,000fcfa in 12months.
- ❖ Negotiated loyalty programmed with our national vendors.
- ❖ Made research on the potential market for products and did client demonstration.
- ❖ Regularly liaised with our suppliers to ensure the progress of existing orders.
- ❖ Involved in the recording and administration of sales by forwarding reports and copies to the sales office.
- ❖ Provided customers with competitive quotations.

SALES EXECUTIVE - JAN 2008 – MAY 2010

SAFMARINE TRANSIT COMPANY - CAMEROON S.A

- ❖ Managed, developed and increased volume & turnover from Africa and Asia regions.
- ❖ Supported, managed and monitored customer orders, performance, credit terms and payment, contracts, shipments, inspections, complaints, documentation, etc in line with the company policies.
- ❖ Prepared market research reports, sales plans, sales reports, proposals, recommend product line, trade-pricing levels, sales and marketing support services to channel partners.
- ❖ Responded timely to client's queries and follow up for business.
- ❖ Sales service to nominated new or existing accounts allocated by management.
- ❖ Focused sales effort to attain the set targets.
- ❖ Kept management informed by submitting activity and results reports, such as daily call reports and sales visit plan.
- ❖ Recommended changes in service and police by evaluating results and competitive developments.
- ❖ Contributes to team effort by accomplishing related results as needed.
- ❖ Monitored competition by gathering current marketplace information on pricing, products, new products, new services launched by shipping line, etc.

