



**AISHA NAJEMBA**

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**Dubai, UAE**

**PERSONAL INFORMATION:**

Nationality: **UGANDAN**  
Gender: **Female**  
Marital Status: **Married**  
Language: **ENGLISH, Afrikaans**

**SKILLS:**

- Customer Service
- Good Personality
- Motive in Sales
- Hardwork
- Smart and Efficient worker

**HOBBIES:**

- Social Media
- Sports
- Listening Musics
- Social Works
- Loves Singing

**➤ PERSONAL SUMMARY:**

I am a focused Senior Sales Associate who is driven to develop and implement fresh retail sales, management skills and marketing strategies with financial and operational discipline. Built strategic partnerships and managed existing relationships. Proven leader with ability to meet and exceed sales objectives. Creative professional with extensive project experience from concept to development. Talents include product management, planning and prototype design.

**➤ EDUCATION & QUALIFICATION:**

- **Bachelor's Degree in information technology**  
**Makerere University, KAMPALA UGANDA - 2007 to 2011**
- **UGANDA ADVANCED CERTIFICATE OF EDUCATION**  
**MAKERERE HIGH SCHOOL , KAMPALA UGANDA – 2005 to 2006**
- **UGANDA CERTIFICATE OF EDUCATION**  
**MARIAM HIGH SCHOOL , KAMPALA UGANDA – 2000 to 2004**

**➤ PROFESSIONAL EXPERIENCE:**

- **Position: Retail Sales Associate**  
**Company: AL FUTTAIM GROUP**  
**Duration: 01/2015 to 09/2020**
- **Position: CUSTOMER SERVICE REPRESENTATIVE**  
**Company: DFCU, BANK KAMPALA UGANDA**  
**Duration: 01/2011 to 12/2014**
- **Position: WAITRESS/HOSTESS**  
**Company: KAMPALA SERENA HOTEL**  
**Duration: 02/2009 to 12/2010**

**➤ RESPONSIBILITIES:**

- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports

**➤ DECLARATION:**

“I hereby declare that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge.”

**AISHA NAJEMBA**

**FREELANCER VISA**