

CAROLINE WAIRIMU MWANGI
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I am an articulate, diligent and well-presented sales and sales specialist who has a successful sales and public relations record. I'm highly efficient and possess more than twelve years of experience in sales and marketing industry.

I am keen to find a challenging position within an ambitious company in an industry where I will continually increase my work experience and develop my abilities.

Personal Details:

- Age: 36 years
- Marital Status: Single

Education and Professional Qualification:

- May 2017-July 2021: Bachelors of Arts - Psychology – Kenyatta University.
- Jan 2005-April 2007: Diploma in Journalism and Public Relations-Technical University of Kenya.
- Jan 2000-Nov 2003: Kenya Certificate of Secondary School – Muthambi High School.

Significant Training:

- Barclays bank of Kenya -Customer Service Support 2007- 2008

Key Professional Skills and Competencies:

- Having the necessary confidence, initiative, motivation and reliability to succeed
- Providing excellent customer service to incoming guests.
- Competent in writing detailed sales forecast report for senior company managers
- Gathering industry data and analyzing spend patterns to highlight the potential for future growth
- Ability to work under minimal supervision
- Team player adapting to a variety of office situations
- Ability to create and maintain interpersonal relationships
- Communicating new products to potential clients
- Proven ability to maximize marketing opportunities by creating professional sales script and building rapport with potential new and also existing customers
- Able to monitor and review the performance of sales teams, to ensure targets are met

PROFESSIONAL EXPERIENCE

Colgate-Palmolive Sales Executive

Jumra Limited, August 2020 - To November 2021

Duties and Responsibilities:

- Identify and pursue sales opportunities
- Representing and selling Colgate-Palmolive products
- Driving wholesale and supermarket growth volume
- Ensuring maximum route coverage and products availability
- Ensuring timely collection of payments

Area Sales Specialist.

Hayat Kimya Kenya, January 2019- July 2020

Duties and Responsibilities:

- Representing the company and product(s) in a truthful yet favorable light to designated customers
- Sales target achievement
- Ensuring maximum route coverage and products availability
- Ensure that your product is well represented relative to the competition
- Keeping accurate records about visits, customer volume, and growth opportunities
- Van team management
- Distributor team management
- Liaising with distributor on stocks, distribution and collection of payment.

Sales Representative;

Kimfay East Africa Ltd, June 2015- Dec 2018;

Duties and Responsibilities:

- Identified and pursued sales opportunities
- Converted referrals into sales
- Implemented sales strategies to ensure targets are achieved
- Representing the company and product(s) in a truthful yet favorable light to designated customers
- Sales target achievement
- Ensuring maximum route coverage and products availability
- Selling in short term promotions that add sales during key time periods
- Ensure that your product is well represented relative to the competition
- Keeping accurate records about visits, customer volume, and growth opportunities

Distributor sales representative
MARS/Jumra limited, Feb 2012-June 2015

Duties and responsibilities

- Assisted the sales manager in generating sales opportunities by identifying appropriate business targets and ensure provision of professional and excellent level of customer service with existing customers
- Handled customer related issues, resolution, communicate escalated issues to the sales manager and Liaise with the sales representative in preparation of sales reports
- Pursued and converted all asset and liability leads generated from bank departments
- Proactively networked, always seeking opportunities to promote all products and tracking leads from bank branches to customers
- Visiting potential customers to aggressively prospect for new business
- Maintained and developed relationships with existing customers via regular meetings, telephone calls and emails

Hobbies and Interests:

- Reading motivational books
- Environment conservation
- Exploring new places
- Socializing

REFEREES

Please feel free to contact the under mentioned in regard to my competence, work ethic, performance and/ or any other aspect with respect to me:-

Mr. Nicholas Thuo

SC Johnson
Sales and distribution manager,
Tel: 0722717148
Email: nickythuo@yahoo.com

Mr. Charles Kinyua Gichuki

Pwani Oil Products Ltd.
Head of consumer sales
Tel: 0722607580

Mr. Evans Waithaka

Hayat Kimya Kenya,
Regional Sales Manager
Nairobi.
Tel: 0721144211

