



# Amandla Phiri

Curriculum Vitae (CV)

## What job i'm looking for? My positive points

Driven and results-oriented sales and marketing professional with experience in both inbound and outbound sales and marketing techniques. Fully confident in solution selling and value-based selling techniques. Able to quickly understand the benefits and selling points of a product or service. Strong leadership skills gained from hands-on work experience. Able to motivate a team and consistently meet and exceed goals. Organized and systematic approach to selling, augmented by high emotional sensitivity.

### Preferred occupation

**Sales consultant**  
Sales jobs

**Sales executive**  
Sales jobs

**Direct sales consultant**  
Sales jobs

**Administrators**  
Administrative jobs

**Call Centre agent**  
Administrative jobs

**Receptionist**  
Administrative jobs

**Waiters, waitresses**  
Restaurant, bar service jobs

**Restaurant managers**  
Restaurant, bar service jobs

**Receptionists**  
Hotel jobs

**Cashiers**  
Retail, store jobs

**Shop assistants**  
Retail, store jobs

## Contacts and general information about me

Day of birth 1997-05-07 (27 years old)

Gender Female

Residential location Pretoria / Tshwane  
Gauteng

Telephone number *Information is available only for registered users.*  
[Sign in](#)

Email address *Information is available only for registered users.*  
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### Work experience

Working period **nuo 2020.01 iki 2021.01**

Company name Stock Market Performance

You were working at: Sales consultant

Occupation Senior Sales Consultant

What you did at this job position? 

- Quickly advanced to the Senior level by achieving sales goals.
- Trained and developed new sales team associates in the products, selling techniques and company procedures.
- Conducted board presentations, customer needs assessment, and proposal development.
- Increased annual sales by 33 percent within first year.
- Daily prospecting to identify potential clients and set-up sales presentations.

Working period **nuo 2019.01 iki 2020.01**

Company name Stock Market Performance

You were working at: Sales consultant

Occupation Customer Service, Call Centre Agent

What you did at this job position? 

- Exceeded the company sale goals of 65% by educating the client about the product and closing in deals with clients, which resulted to 75% Up-sell rate.
- Learned to overcome objection, closed sales and performed all other steps of the sale process in accordance to the company standards.
- Developed a prospective system, making calls and sending emails to potential clients to set appointments.
- Preparing and delivering sales presentations to potential and existing clients.
- Utilized the critical-thinking techniques to research and resolve clients concerns efficiently and prevented the need to escalate the matter to the management.

Working period **nuo 2018.01 iki 2019.01**

Company name Chicken Licken

You were working at: Cashiers

Occupation Cashier

What you did at this job position? 

- Carried out all transaction in the cash register, including cash, card payments and refunds or exchanges.
- Successfully handled customer complaints by resolving the issues.
- Increased sales of the store by 28% all in Up-selling.
- Regularly trusted to open and close the store, including balancing the drawer.

Working period	<b>nuo 2018.01 iki 2019.01</b>
Company name	Red Eagle Spur
You were working at:	Waiters, waitresses
Occupation	Waitress
What you did at this job position?	<ul style="list-style-type: none"> <li>• Improved the company customer service ratings by 20%.</li> <li>• Up-sell additional products when appropriate.</li> <li>• Take accurate food and drinks orders, using a POS ordering software, order slips or by memorization.</li> <li>• Present menu and provide detailed information when asked (e.g. about portions, ingredients or potential food allergies).</li> </ul>

### Education

Educational period	<b>nuo 2011.01 iki 2015.01</b>
Degree	Grade 12 / Matric
Educational institution	Mogoroshi High School
Educational qualification	Grade 12
Educational period	<b>nuo 2017.01 iki 2018.01</b>
Degree	Certificate
Educational institution	University of South Africa
Educational qualification	Higher Certificate In Law
Educational period	<b>nuo 2020.01 iki 2020.11</b>
Degree	Certificate
Educational institution	Pretoria Technical College
Educational qualification	Computer Literacy

### Languages

Language	Speaking level	Understanding level	Writing level
English	fluent	fluent	fluent
SiSwati	fluent	fluent	fluent
isiZulu	fluent	fluent	fluent

### Computer knowledge

MS Excel  
MS Word  
MS Access  
MS PowerPoint  
Internet and Emails  
Introduction to Computers

### Recommendations

Contact person Randy Nkambule  
Occupation Manager  
Company Stock Market Performance  
Telephone number 012 472 0007

Contact person Lesego Thebe  
Occupation Manager  
Company Chicken Licken  
Telephone number +27 63 828 9473

Contact person Farrai Dutuma  
Occupation Manager  
Company Red Eagle Spur  
Telephone number +27 67 603 7832

#### **Additional information**

Your hobbies Reading  
Driver licenses B Light Vehicle ≤ 3,500kg  
Driver license from 2022-01-00 (2 years)  
Salary you wish 10000 R per month  
How much do you earn now 5000 R per month