



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.*
[Sign in](#)

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	nuo 2018.01 iki 2019.01
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"> • Improved the company customer service ratings by 20%. • Up-sell additional products when appropriate. • Take accurate food and drinks orders, using a POS ordering software, order slips or by memorization. • Present menu and provide detailed information when asked (e.g. about portions, ingredients or potential food allergies).

Education

Educational period	nuo 2011.01 iki 2015.01
Degree	Grade 12 / Matric
Educational institution	Mogoroshi High School
Educational qualification	Grade 12
Educational period	nuo 2017.01 iki 2018.01
Degree	Certificate
Educational institution	University of South Africa
Educational qualification	Higher Certificate In Law
Educational period	nuo 2020.01 iki 2020.11
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	Farraai 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