



Allister Vivier

Curriculum Vitae (CV)

What job i'm looking for? My positive points

Currently I have more than 10 years' experience in managing a national portfolio of accounts, cultivating relationships with key clients, and successfully leading and motivating various sales teams.

Having a hunger to exceed targets and a passion for sales, my knowledge of account management is vast, and includes the ability to not only identify and understand a client's business goals, but to also develop plans for each client's development with the aim of helping them to achieve their goals.

In addition to my strong business acumen, I have a track record of making sure that clients are retained for the long term by creating mutually beneficial relationships.

Due to my ability to convince clients to feel at ease and work with me, has allowed all problematic and or dormant accounts/customers to have them re-energised and have them back on track and hand back in a very short period of time.

I possess strong presentation and negotiating skills, and have a reputation for exceeding sales targets, maximising client reach, and building relationships that are underpinned by strong commercial orientation.

Napoleon once said, "One must change one's tactics every 10 years if one wishes to maintain one's superiority." In today's society, the pace of change is immensely faster, and it will only continue to accelerate.

All in all, I feel that I would quickly fit into your existing and talented team and assist them achieve the long-term goals of the company.

While my attached resume will give you a strong outline of my abilities, I feel that a personal meeting would allow me to explain in greater detail how I can contribute to your organisation.

Thank you for your time and consideration.

Preferred occupation	Retail manager Retail, store jobs
Preferred work location	Johannesburg Gauteng

Contacts and general information about me

Day of birth	1960-12-26 (63 years old)
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Gender	Male
Residential location	East Rand Gauteng
Telephone number	<i>Information is available only for registered users.</i> Sign in
Email address	<i>Information is available only for registered users.</i> Sign in

Additional information

Salary you wish	29000 R per month
How much do you earn now	29000 R per month