

BUKULU MAHAMMED



Personal Profile:

Date of birth : 30/12/1991
Marital status : Married
Nationality : Uganda
Religion : Islam
Birth Place : Uganda
CPR : 911243720
Passport number : B1020265
License Number : 911243720

Contact

Address:

Building- 26
Road -341
Flat -22
Block -304

Phone:

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Languages

English

Objective:

A customer-focused sales professional with a proven aptitude for learning and demonstrating new products. A highly engaged and positive team player with a strong customer focus and the motivation to deliver exceptional sales results. Well-developed written and verbal communication skills and a professional demeanor.

Experience

- Company : **UAE EXCHANGE (BAHRAIN)**
Duration : March 2018 – Till Date
Designation: **Associate Business development**
- Company : **UAE EXCHANGE (UGANDA)**
Duration : December 2014 – December 2017
Designation: **Retail Sales & Service Officer**
- Company : **UGANDA BUREAU OF STATISTICS**
Duration : Sept 2013 – Nov 2014
Designation: **Field Interviewer**
- Company : **UGANDA ELECTORAL COMMISSION**
Designation: **Polling Assistant**

Job Description:

- Handled branch and customer co-ordination related issues.
- Proactive with backend teams in setting up rates, pricing for African countries.
- Conducting market research and field demos of the company products and its functionality for potential customers at labor accommodations, their work places and in businesses near the branches.
- Build on existing relationships by handling complaints and by developing a deep understanding of customers' needs.
- Ensured that branch targets for African countries are met for 12 branches.
- Gave training to branch staffs on best practices in handling African customers namely Uganda, Kenya, Cameroon, Ghana, Nigeria and South Africa.
- Generated leads for branch through banking lists and creativity that lead to banking opportunities.

Education

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|---|---------------------------|
| ◆ Bachelor of Science in Economics and Mathematics (BSEM)
<i>Makerere University Kampala</i>
College of Natural Sciences (CoNAS) | 28 th Jan 2014 |
| ◆ Certificate in Computer Application Skill
<i>Makerere University Kampala</i>
Faculty of Social Science | 28 th Feb 2011 |
| ◆ Uganda Advanced Certificate of Education (U.A.C.E)
<i>Kakungulu Memorial School Kibuli</i> | 2007 – 2009 |
| ◆ Uganda Certificate of Education (U.C.E)
<i>Kakungulu Memorial School Kibuli</i> | 2004 – 2007 |

Expertise

- MS Word, MS PowerPoint, MS Excel, Customer Service, Business Development, Sales Management, Sales & Budgeting. Selling, Negotiating and Influencing, Analysis and decision-making, Product knowledge, financial awareness.

Skills

- Excellent communication skills to build relations with customers face to face.
- Good literacy and numeracy skills.
- Can handle large amounts of cash efficiently and accurately.
- Flexible regarding your working hours.
- Effective time management and be able to priorities.
- Experience of withstanding a pressured team.
- Good administration and organizational skills.
- Self-motivated and oriented
- Flexible & adaptable
- Anxious to learn new things
- Ensuring confidentiality at all times.
- Able to communicate effectively both verbally and in writing.
- Competent with dealing with letters, emails and telephone queries.
- Ability to think and develop new ideas.
- Able to work as part of a team or individually.
- Ability to prioritize and plan effectively.
- Able to communicate complex issues to a large range of people.
- Knowledge of sales personnel.