### Ali Awadh

Garafa

Doha

# CAREER PROFILE

I am a conscientious and confident person who is able to work under pressure, career oriented, keen to face challenges with strong analytical skills, good negotiation abilities and able to exert a positive influence on any given task. My career curve and exposure has helped me build a reputation for being both task and people-oriented person. A fast leaner and ability to lead, inspire and develop individuals with varying aspirations and aptitudes.

# CAREER OBJECTIVE

I desire to fully utilize my talent and knowledge in challenging and flexible environment that will minimize my potential and platform with minimum or no supervision. I am also eager to find a position that will utilize my profitability on the organization that I will work for.

# EDUCATIONAL BACKGROUND

2011 JANUARY –2014 DECEMBER : SOS TECHNICAL COLLEGE.

: FOOD AND BEVERAGE CERTIFICATE

2007 February-2010 November : MACKENZIE EDUCATIONAL CENTRE

: KENYA CERTIFICATE OF SECONDARY EDUCATION

1999 January-2006 November : CHANGAMWE PRIMARY SCHOOL.

: KENYA CERTIFICATE OF PRIMARY EDUCATION

# WORKING EXPERIENCE AND KEY RESPONSIBILITIES

**2013 December - 2014 June : Sales Agent at P and F Company (Kenya)**

* Door to door product merchandising.
* Handling the outdoor sales team
* Asking questions and understand the customer requirement and closing the sales.

**2016 June - 2016 July : Sales and Marketing Agent at Flirt Drinks (Kenya)**

* Creating product awareness
* Supplying products to nearest outlets
* Improving sales
* Following up on orders

**2016 July - 2018 April : Sales Agent at Tumaini Company (Kenya)**

* Handling the field sales team.
* Asking questions and understand the customer requirement and closing the sales.
* Maintaining a good customer relationship.
* Following up with team to ensure that the whole team reaching the sales target monthly.
* Determine customer needs and offers of product or service solution and support.
* Closing sales and lead customer through the purchasing process.
* Creating and maintaining a database of prospective clients.
* Preparing monthly reports of sales.
* Understanding and promoting company programs.

**2017 May to 2021 Nov : Al-Hamad Security Company**

**Responsibilities**

* Maintaining order at locations
* Giving directions
* Manning locations
* Keeping records

**2021 Dec to 2023. : Me clothes store**

**Responsibilities**

**\*Confirming the number of items in the store .**

**\*Making sure that the store is in order per item where its supposed to be.**

**\*Welcoming clients and help them in each and anyway possible making sure to be satisfied with what they want.**

**PERSONAL INFORMATION**

NAME : Ali Said Awadh

Date of Birth : 23.04.1990

GENDER : MALE

MARITAL STATUS : MARRIED

RELIGION. : MUSLIM

NATIONALITY : KENYAN

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# REFEREES

1. PERIS KIGURU

CAP YEI FACILITATOR

CELL 0724351616

1. TITUS MUTINDA

DIRECTOR KYAMVIC ELECTRICAL CONTRACTORS

CELL 0721823306

1. JAMES NJAU

MANAGER TUMAINI DONHOLM

CELL 0708066711

I hereby certify that all the above information is true and is given the opportunity to serve your reputed organization. I would take it as my honor and to do the best of my ability.

**Ali Said Awadh**