

# LINEX ANTIAH

## Sales Representative



+974- 66749795    Qatar, Doha    antiahlinex@gmail.com

### PROFESSIONAL SUMMARY

Enthusiastic and results-driven Sales Representative with a proven track record in achieving sales targets and delivering top-notch customer service. Skilled in identifying customer needs, presenting effective product solutions, and closing deals efficiently. Strong communicator and team player, committed to building lasting client relationships and driving business growth.

### WORK EXPERIENCE

#### ENVIROTECH WASTE MANAGEMENT

Sales Representative    2022 – 2024

- Increased monthly sales by 25% through strategic prospecting and follow-ups.
- Maintained a client base of over 150 customers and provided excellent after-sales support.
- Collaborated with marketing team to develop promotional campaigns that boosted product visibility.
- Utilized CRM tools to track customer interactions and manage the sales pipeline.

#### BLACK BALL RECORDS

Customer Service & Sales Assistant    2019 – 2021

- Developed and maintained strong relationships with over 100 clients in assigned territory.
- Surpassed quarterly targets by 18% through effective lead follow-ups and personalized sales pitches.
- Conducted regular product presentations, enhancing client understanding and increasing upsell opportunities.
- Provided feedback to the product team to improve offerings based on customer insights.

### EDUCATION

#### UNIVERSITY OF UYO

(B. A) – Fine and Industrial Arts  
2015 – 2018

#### NIGERIAN INSTITUTE OF SALES & MARKETING

Diploma in Marketing & Sales Management  
2019 – 2020

### SKILLS

- Customer Relationship Management (CRM)
- Sales Negotiation & Closing
- Product Knowledge
- Cold Calling & Lead Generation
- Target Achievement
- Market Research & Analysis
- Presentation & Communication
- Team Collaboration

### LANGUAGES

- English

### REFERENCE

Available upon request