

Oliver Amatala

Sales Representative

Seasoned Sales Representative with exceptional success in business-to-business and business-to-consumer sales within multiple industries. Proven track record in exceeding sales goals, growing business and expanding territories. Accomplished in overseeing day-to-day business operations and fostering relationships with customers and clients for sustained business growth.

Sales professional equipped with robust background in fostering client relationships and achieving sales targets. Known for strong focus on teamwork and delivering results. Adaptable to changing market conditions and skilled in persuasive communication and strategic planning.

Education

Diploma: Sales And Marketing Management

O11 Aug Sky Tech Training Institute - Kenya

Kenya Certificate of Secondary Education: KCSE

St Mathew High School - Kenya

Work History

2021-02 -
2025-10

VAN SALESMAN

ARLA FOODS COMPANY , AL BAHA

- Collaborated with the marketing team to develop promotional materials for new products, driving sales growth.
- Leveraged strong organizational skills to maintain accurate records of transactions, mileage logs, and other pertinent information for reporting purposes.
- Improved inventory management, ensuring proper stock levels for seamless order fulfillment.
- Streamlined communication between warehouse and field staff, resulting in more accurate order

Contact

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Skills

Customer service

Sales development

Time management

Client service

Business development

Relationship building

Sales closing

Customer needs
assessment

Customer relations

Network development

Lead prospecting

Product and service
knowledge

Proposal development

Sales expertise

Sales forecasting

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processing.

Achieved monthly targets consistently by employing persuasive selling techniques tailored to individual client needs.

- Implemented effective sales techniques to upsell additional products or services, increasing overall ticket value per sale.
- Maximized revenue by identifying potential clients in assigned territory and presenting product offerings.
- Maintained company vehicle to ensure safety compliance, reducing maintenance costs and downtime.

**2020-01 -
2021-01**

VAN SALESMAN

KINGSTON PRODUCTS LTD, NAIROBI

- Monitored payment collections closely while maintaining strong working relationships with clients.
- Enhanced customer satisfaction through timely deliveries and efficient route planning.
- Conducted regular market research to stay informed of industry trends and competitor activities, adjusting sales strategies accordingly.
- Utilized company CRM system to track sales leads and manage ongoing client relationships effectively.
- Increased sales by establishing productive relationships with customers and generating repeat business.
- Contributed to the development of new marketing strategies and initiatives, sharing insights gained from customer interactions and market trends.
- Proactively resolved customer complaints, fostering a positive brand image and cultivating customer loyalty.
- Drove sales growth by participating in trade shows, networking events, or community gatherings as a

Languages

English

Swahili

Arabic

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representative of the company's brand presence in the market area.

2018-11 -

DRIVER 2019-08

SYNOHYDRO CO-LTD, NAIROBI

- Cleaned and maintained vehicle and assessed vehicle for damage after each shift. Achieved safe driving records by consistently following traffic rules and regulations.
- Followed proper safety procedures and protocols while loading, unloading and operating vehicles.
- Reduced fuel consumption through strategic route planning and efficient driving techniques.
- Developed strong relationships with clients, fostering trust through professionalism and reliability in transportation services provided.
- Delivered goods and products to customer on time and in excellent condition.
- Boosted company reputation through excellent driving record free from accidents or violations over an extended period of time.
- Upheld high standards of cleanliness within the vehicle's interior/exterior appearance, providing a professional image for the company at all times.
- Communicated with passengers to provide information and assistance for excellent customer service and positive experiences.
- Completed routine pre- and post-trip inspections to evaluate vehicles and assess maintenance needs.

2016-12 -
2018-01

CASHIER

OWN PIZZA QATAR, DOHA

- Worked flexible schedule and extra shifts to meet business needs.
- Greeted customers entering store and responded promptly to customer needs.
- Built relationships with customers to encourage repeat business.

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- Operated cash register for cash, check, and credit card transactions with excellent accuracy levels.
- Counted money in cash drawers at beginning and end of shifts to maintain accuracy.
- Maintained a balanced cash drawer, ensuring accurate accounting at the end of each shift.
- Resolved customer complaints professionally, leading to improved customer relations and loyalty.
- Helped customers complete purchases, locate items, and join reward programs.
Assisted customers with inquiries and provided exceptional service, resulting in positive feedback from shoppers.
- Addressed customer needs and made product recommendations to increase sales.
- Answered questions about store policies and addressed customer concerns.
- Contributed to store success by maintaining high standards of cleanliness throughout the facility.

**2014-01 -
2016-01**

SALESMAN

ALMARAI COMPANY SAUDI ARABIA, SHAROORAH

- To deliver fresh products to customers
- Ensure perfect customer service and display products with planogram and using fifo
- Make sure products are up to date and perfect for human consumption.
- Upheld high standards of customer service by promoting and upselling new products and services.