



Shani Mensah

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ABOUT ME

I am an efficient and confident sales executive with demonstrated experience of working in the logistics and supply chain industry. My experience helped me develop expert knowledge of the sales process and supply chain. I am highly motivated to continue learning and improving my craft.

SKILLS & PROFICIENCIES

- Account management
- Strategic and social selling
- Proficient in using CRM software

CERTIFICATION & VOLUNTEER WORK

Volunteer Administrator

Fairhill Baptist Church

2015 to 2021

Collaborated with a team of 10 volunteers to raise funds, renovate the church, and build a kid's park.

Inbound Sales and Marketing Certificate

Murrayfield School of Marketing

2012

Online program covered how to identify new sales prospects and build an inbound marketing strategy.

WORK HISTORY

Account Sales Executive

Sandrine Logistics

February 2019 to Present

Responsible for all sales activities in the area, from lead generation to closing. Works closely with sales and support teams to foster high customer satisfaction and generate profit.

Field Sales Executive

Errandeo Services

November 2015 to February 2019

Managed key accounts in Fairhill and coordinated with Operations team to boost customer loyalty.

Retail Sales Executive

Dualtee Apparel

April 2011 to October 2014

Provided prompt customer service in opening of new accounts and helped maintain sales culture.

EDUCATIONAL BACKGROUND

Salguerro University

Salguerro

Bachelor's Degree in Business Administration,

Major in Supply Chain Management

2015

Graduated as Cum Laude

University of Fort Leburg

Fort Leburg

Associate's Degree in Sales and Marketing

2011

Graduated with Distinction