



RANDY TAN WEN ZHONG

GET IN CONTACT



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Languages: English/ Chineses



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PERSONAL PROFILE

I have been working as a Sales executive with plenty of sales experience and experience meeting & dealing with clients.

PERSONAL DETAILS

- Date of Birth : 10 APR 1986
- Age: 34 years old
- Gender : Male
- Marital status : Single
- Nationality : Singapore Citizen

HIGHLIGHTED SKILLS

- Excellent Communication Skills
- Strong Work Ethic
- Highly knowledgeable of products
- Up to date trend of the market
- Good building rapport with clients

REFERENCES

- Company Name: Car Culture Pte Ltd.
- Name: Vincent Chong
- Phone : +65 96335503

WORK EXPERIENCE

SALES EXECUTIVE

Car Culture Pte Ltd. | Jan 2018 – Dec 2020

- Communicating with customers via email, telephone, and in person.
- Develops buyers by maintaining rapport with previous customers, suggesting trade-ins, and meeting prospects.
- Suggesting suitable vehicles based on customer needs.
- Closes sales by overcoming objections, asking for sales, negotiating price completing sales or purchase contracts explaining and offering warranty services and financing collects payment delivers automobile.

SALES MANAGER

Brilliant House Lighting | Jan 2015 – Nov 2017

- Generate revenue to meet and exceed goals.
- Inbound sales inquiries daily from both new and existing customers and use those customer contacts to identify new sales opportunities.
- Identify and create new digital opportunities that can significantly grow revenue.
- Utilize the strong analytical ability to evaluate end-to-end customer experience across multiple channels and customer touchpoints.

SENIOR SALES EXECUTIVE

T.H. International Pte Ltd. | July 2014 – Sep 2015

Authorized Philips Lighting Distributor and other electrical products, the company which is in business for over three decades, supplies Trade Retail Industry locally.

- Achieving Company's Monthly Sales target.
- Ensure timely collection of payments (For credit terms & COD).
- Sourcing for new customers, creating new accounts, assisting of Logistics (delivery) for timely deliveries of goods to customers.

SALES EXECUTIVE

Kum Eng Huat Electric Co Pte Ltd | Jan 2013 – June 2014

- Actively seeking out new sales opportunities through networking.
- Conduct market research to identify selling possibilities and evaluate customer needs.
- Ensure the availability of stock for sales and demonstration.

EDUCATION HISTORY

MANAGEMENT DEVELOPMENT INSTITUTE OF SINGAPORE(MDIS)

- Diploma In Marketing, June 2014–July 2015

ITE COLLEGE CENTRAL (YISHUN CAMPUS)

- NITEC in Electronics (Wafer Fabrication) January 2004 –December 2005

FAJAR SECONDARY SCHOOL

- N Level

CHONGFU PRIMARY SCHOOL

- PSLE