

LEBOHANG MADIKANE

BUSINESS DEVELOPER

CONTACT

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Southern Suburb, Cape Town. 7925.

SKILLS

- Cold calling, sales pipeline and communication
- Working independently and a team player
- Valid C1 drivers license with pdp

TECHNICAL SKILLS

- Responsive web designs, cross-platform compatibility
 - SEO and project management
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TECHNOLOGIES

- Ms Office, CRM, SAP and Galileo
 - C, HTML, CSS, JAVASCRIPT, REACT
 - Linux (Command Line Interface)
 - Git and Github control version
 - Figma, adobe photoshop and canva
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CERTIFICATION

AFRICAN LEADERSHIP UNIVERSITY - ALX

The Founder Academy

Duration : 1 April 2024 - 28 June 2024

FREECODECAMP ACADEMY

Software Engineer: Front-end Responsive Web Developer

Commenced : April 2023 - Continuesly learning

AVIS BUDGET TRAINING DIVISION

NQFL3: Business Admin, communication & ethics

Completed 2017 - 2018

FALSE BAY COLLEGE

National Diploma: Travel & Tourism

Completed 2014 - 2017

HEIDEVELD SECONDARY SCHOOL

Senior Certificate (Matric)

Completed 2011

WEB PROJECTS

NESS BEAUTY BAR

A beauty salon webpage

ATUM

A agency specializing in digital communication solutions

SHELL BASICS

A article I wrote about the shell basics

PERSONAL PORTFOLIO

My portfolio - Software Engineer

EXPERIENCE

SAINT-GOBAIN

B2B Sales Representative | Mar 2022 -Mar 2023

Planing, prospecting and accounts management
Processing trade applications, quotations and orders
Stock deliveries where necessary. Cold calling
Marketing and promotional activities
Sales Pipeline

Reason to Leave: 12 Months Contract

AMAZON

Technical Support Associate | Aug 2021 - Jan 2022

Online retail assistance customer service
Shipping and delivery assistance (logistics)
Web application user experience assistance
Problem solver

Reason to leave: 6 Months WFH Contract

MINDPEARL SA

Qantas Airways Customer Service and Sales Consultant
Dec 2018 - Oct 2020

Flight Reservations and ticketing.
Airfares, quotations and sales.
Changes, cancellations and refunds
Trainee Assistance

Reason to leave: Retrenched (Covid-19)

AVIS BUDGET GROUP

Rental Sales Agent | Oct 2015 - Nov 2018

Reservations, check-ins and check-outs
Delivery and collections (CBD and Stellenbosch branches)
Ancillary Sales and telephone queries
invoices, cash receipts and Banking.

Reason to leave: I had to start a new career journey.

TIMBERLAND

Internal Sales Consultant Nov 2014 - Oct 2015

Sales-man
Assisting clients throughout the floor (purchasing apparel)
Answering telephone enquiries and merchandising the store
Cashier duties, banking and petty cash.

Reason to leave: I had to commence my career with Avis.

PICK N PAY

Area Assistance Mar 2012 - Aug 2014

Packing
Stock rotation
Stock taking
Merchandise

Reason to leave: I needed to focus on my studies.

SUMMARY:

My journey in sales began with a genuine passion for connecting with people and a relentless drive to surpass expectations. With nearly a decade of experience in sales, I've honed a profound understanding of customer dynamics and the nuances of persuasion.

From the outset, I've adopted a customer-centric approach, prioritizing the comprehension of their needs and delivering tailored solutions that add tangible value. Embracing challenges as opportunities for growth has been pivotal in my career, as I consistently seek to refine my problem-solving skills and stay ahead in an ever-evolving market landscape.

I'm particularly excited about my newfound passion for web development, which I believe not only enhances my capabilities but also opens doors to exciting possibilities in the technology-driven realm of sales.
