



DARKO OSMANOVSKI

PROFILE

- Adept at addressing customer concerns in a timely manner
- Experienced with a variety of consumer products and services
- Ability to manage customer database of recent transactions
- Capable of maintaining productive customer relationships
- Extensive knowledge of sales procedures
- Excellent persuasive abilities
- Good people skills Experience ...
- Responded to customer questions and rang up sales.

Skills

- ☐ Fast Learner
- ☐ Computer Skills
- ☐ Microsoft Office
- ☐ Ability to Work Under Pressure
- ☐ Customer Service
- ☐ Communication Skills

EMPLOYMENT HISTORY

Warehouse Team Leader at Kandiko (Kandi Market), Bitola

April 2019 — July 2020

- Managed other Warehouse Workers and worked with owners to enhance productivity.

Warehouse at Kipper Market, Bitola

August 2020 — April 2021

- Loaded and unloaded packages in a fast-paced warehouse environment.

Backup Sales Agent at ALMA - M, South-West Macedonia

April 2021 – Present

- Established sales goals by forecasting annual sales quotas and projecting expected sales volume for existing and new products.
- Worked to ensure a neat and attractive sales environment, and assisted in the setup of visual displays.
- Identified and maximized sales opportunities, and increased customer retention rates.
- Analyzed sales and financial performances to effectively plan for increased future opportunities, while identifying obvious weak trends.

EDUCATION

Math Gymnasium, Josip Broz Tito, Bitola

September 2007 – May 2011

High School graduate in one of the best gymnasiums in my country