

Lizzy Kimorah Machingauta,

Mirdif, Dubai

Mobile: +971 52 440 0418 (U.A.E)

Email: kimorahmpofu@gmail.com



Executive Synopsis:

- Top-performing sales professional with **2 years of work experience**.
- Expertise in B2B, B2C, Corporate sales, channel sales, distributor networks, key account management, direct sales and marketing, product & service training and placement, and associated functions.
- Innovative professional with progressive experience in Sales & Marketing with complete Knowhow of Marketing & Sales functions and the skills to drive business growth, capitalize on potential Talent available, and handle all aspects of daily process operations.
- Confident individual with positive attitude and quick decision making.
- Strong analytical, problem solving & organizational abilities.
- Possess a flexible, learning and detail oriented attitude.
- Proactive, innovative and result oriented with excellent communication skills.

Objectives:

Being a **Top-performing sales professional** with **2 years of work experience** am keen to seek a challenging position with an organization that welcomes initiative and dedication and demands excellence in consistently meeting business objectives and exceeding standards.

Educational Qualification:

Degree	School/college	Year of passing	Pass Rate
HND	University Of Technology	2015	Distinction
GSCE	Evelin Girls High School	2008	Pass
A'Level	Girls College	2010	Pass

Projects:

PROJECT 1: "Market Research on Customer Satisfaction of Old Mutual Financial Services"

Company: Old Mutual South Africa. (www.oldmutual.co.za)

Project Details: This research examines the satisfaction level of financial services offered by the service providers and as finding out on how we can improve.

PROJECT 2: "Marketing , Signing up new credit account and selling Financial Services for EDCON group of Stores"

Company: EDCON South Africa. (www.edcon.co.za)

Project Details: Project under taken to get knowledge and experience in Corporate Sales and Corporate Marketing functions of the industry

Areas of Expertise:

Account Management, Business Development, Team Leadership / Training, Reseller Accounts, Customer Base Expansion, Territory Sales Management, Pull-through Marketing, Sales & Distribution Channels, Presentations and Proposals, Brand Awareness / Development, Prospecting / Cold Calling, Corporate Communications, Corporate Sales, Sales & Contact Reports, Direct Sales & Marketing, Sales Closings & Techniques, Business-to-Business Sales, Business-to-Customer Sales, Upselling / Consultative Selling.

<i>Job Title #1</i>	Personal Assistant - Lopdale Services
<i>Duration</i>	January 2018 – August 2019
<i>Platform</i>	Personal Assistant
<i>Description</i>	<p>A heartfelt experience being involved in the day to day duties of being a liaison of the company and the people hence I guarded the fort. The experience was an eye opener of the hardships and important tasks that come with the job and it was and still is worth it. My duties involved handling travel arrangements for the CEO, handling all communications with prospective or existing customers, compiling a monthly and weekly report, maintaining relationships with clients, diary management for CEO, arranging of local transportation when necessary, handling most of the marketing activities correspondence such as building relationships with existing and new customers, promotion of company's products and services to potential clients and existing clients, providing assistance in building relationships with key accounts and adhering to marketing strategies was the inclusive package of my day to day responsibilities.</p>
<i>Job Title #2</i>	Sales Executive – Radiant Marketing South Africa (www.radiantmarketing.co.za)
<i>Duration</i>	Decemeber 2019 – February 2021
<i>Platform</i>	Sales & Marketing
<i>Description</i>	<ul style="list-style-type: none"> ➤ Sell financial services to businesses and individuals. ➤ Recommend certain services such as life insurance, retirement income, investments, and long-term care insurance. ➤ Build relationships with clients and communities. ➤ Provide solutions for short and long-term financial goals. ➤ Help clients achieve financial security. ➤ Present products and services via a presentation or slideshow. ➤ Determine clients' financial needs and areas of improvement. ➤ Determine security risks. ➤ Develop prospects from current commercial customers, referral leads, and sales and trade meetings. ➤ Negotiate sales agreements and contracts. ➤ Take payments. ➤ Prepare forms or agreements. ➤ Sell trusts, investments, and check processing services. ➤ Determine future growth. ➤ Advise customers regarding expected fluctuations. ➤ Make presentations on financial services to groups in order to attract new clients. ➤ Use financial, tax, economics and accounting skills to review a client's personal data and recommend investment strategies that are appropriate to the client's goals. ➤ Advise a client on whether to buy certain types of stocks, bonds and mutual funds. ➤ Evaluate financial reporting systems, accounting and collection procedures, and investment activities, and make recommendations for changes to procedures, operating systems, budgets, and other financial control functions. ➤ Determine whether loans must be obtained to meet cash requirements or whether surplus cash can be invested. ➤ Solicit business, authorize loans, and direct the investment of funds, always adhering to Federal and State laws and regulations

Technical Skills:

MS Office : Word, Excel, PowerPoint, Access.
Operating system : Windows XP Professional, Windows 7 ultimate.

Professional Development:

Professional selling & marketing skills, How to close a deal, Different clients need different approach
Prospecting tools and techniques, Essentials of communicating with diplomacy & professionalism, Upside of
upselling, How to attract new Customers, Market for success, How to compete against the competitors.

Personal Details:

Date of birth : 14 June 1991
Nationality : Zimbabwean
Sex : Female
Religion : Christian
Marital Status : Single
Passport No : EN0275204
Languages Known : English, Zulu and Shona
Reference : Available On request

Declaration:

I hereby declare that the above information furnished by me is true and correct to the best of my knowledge and belief.

Date:
Place: Dubai

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