# C:\Users\user\Desktop\IMG_6600.jpgStanley Nzubechukwu Ugochukwu

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Mobile # 971551149918 or 971528045748

Location: Dubai

Visa status: visit visa

**Professional Summary/Skills**

* Customer focus and service
* Strong negotiation skills
* Communication skills
* Cultural awareness
* Time management and team management
* Planning and organising and handling multiple task
* I’m a fast learner and easy to adapt and I believe in team work

**Lals Group in US POLO ASSN (retails)UAE, Dubai**

**Senior Sales Advisor 2018 –9th Nov 2019**

**Main job and responsibilities**

* Perform, promote and sell products using solid arguments to existing and prospective customers
* Perform cost benefit and needs analysis of existing and potential customers to meet their needs.
* Establish, develop and maintain positive business and customer relationships
* Achieve agreed upon sales targets and outcomes within schedule
* Coordinate sales effort with team members and other departments.
* Analyze the market’s potential, track sales and status reports
* Supply management with reports on customer needs, problems, interests, competitive activities and potential for new products and services.
* Keep track of best practices and promotional trends
* Continuously on improve on daily feedback
* Maintaining KPI and SOP
* Approaching customers and offering them advice on product and persuade them to buy
* Arranging merchandise on shelves according to popularity and other criterial
* Providing information and other services such as handling returns merchandise
* To work as a team with other staffs to achieve 85% to 100% of our monthly target

**Sun & Sand Sports in Nike store (Retails) UAE**

**Team leader 2016 -2018**

* **Main job and responsibilities**
* Driving and achieving store objectives and KPI’s.
* Ensure Optimal Customer Service at all times.
* Ensure the Customer Conversion and other Store Indicators meet or exceed the required standards set by the Management.
* Planning administrative actions within the time frame of marketing policies
* Ensures the Visual Standards and Guidelines set by the Brand Manager and principles are followed at all times.
* Managing and updating launch of new product.
* Proper implementation and regular checking of store SOP.
* Conduct internal audit of the store once in every three months.
* Cahier and stock controller reliever when required.
* Responsible for handling customer enquiries and complaints through e-mail and phones.
* Team Management, in terms of training, development, coaching where necessary.
* Conduct internal audit of the store once in every three months.
* Conduct health & safety checks once in every month.
* Ensures store administration is completed according to company policy and ISO standards.
* Provide the highest customer service to achieve daily target.
* To work with the store manager and the store team to identify opportunities to increase of full price merchandise and to improve customers shopping experience

***Sales executive at Du Channel Partner Dubai UAE 2015 -2016***

**main duties and Responsibilities**

* Achieves maximum sales profitability, growth and account penetration within a market segment by effectively selling the company products.
* Promotes/sells/secures orders from existing and prospective customers through a relationship-based approach
* Demonstrates products and services to existing/potential customers and assists them in selecting those best suited to their needs
* Coordinates sales effort with marketing, sales management, accounting, logistics and technical service groups.

**QUALIFICATION**

* West African Examination council
* Senior School Certificate of Education)
* Certificate in computer packages) Ms Office, Word, Excel, Power Point
* All Reference available upon request.