# Tichaona Kalambayi

SALES ANALYST

## Details

Famagusta
Cyprus
+905338528892
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## Links

https://www.linkedin.com/in/tichaona-kalam

## Languages

English

Turkish

Hebrew

## Skills

Sales Strategies

Customer Insights

Salesforce

Sales Presentations

Marketing Analysis

SQL

Business Intelligence

Statistical Analysis

Financial Analysis

Presentation Skills

# Profile

Committed Sales Analyst with 3+ years of experience serving as primary analytic support and developing processes to track and monitor sales. Skilled at creating efficient reporting tools to support effective business decision-making .I have honed an expert-level proficiency in data interpretation and strategic sales planning.

# Employment History

### Sales clerk : October 2020  Present, Yeni cag market , Famagusta  North Cyprus

- Revamped the sales forecasting model using advanced statistical techniques which improved forecast accuracy by 15% within the technology sector.
- Developed a pricing optimization algorithm that contributed to a 10% increase in profit margins over a 6-month period.
- Created and constructed product displays to attract customers to new products, increasing total monthly sales by 15%.
- Assisted customers by finding items quickly to boost store satisfaction
- Exceeded over 30% sales quotas, successfully achieving recognition for outstanding
- Retained excellent client satisfaction ratings up to 30% more as compares to previous sales quotas through outstanding service
- Implemented customer insights to develop innovative sales strategies to increase sales.

### Sales Person :    March 2013 - September 2014, Sakunda Petroleum, Harare   Zimbabwe

- Conducted comprehensive market analysis , identifying key trends that informed a strategic pivot leading to a 12% growth in market share.
- Collaborated with the marketing team to refine targeting strategies, which resulted in a 25% increase in sales.
- Performed quarterly sales variance analysis that led to the restructuring of the sales team territories, achieving a more balanced workload distribution and a 17% rise in sales efficiency.
- Provide exceptional customer service through answering questions and resolving any issues or concerns in a timely and friendly.
- Utilized sales techniques and strategies to build customer relationships and close sales, resulting in 30% increase in sales.
- Offered each customer top-notch, personal service to boost sales and customer service.
- Retained excellent client satisfaction ratings through outstanding service
- Analyzed reports, expenses, receipts, and sales within the company.
- Networked within community to build and nurture successful relationships with new and long-term.
- Demonstrated ability to interpret complex sales data and provide actionable insights to drive sales .
- Experience with market research and competitor analysis to inform sales team.

# Education

### Bsc In Management Information Systems.   , Eastern  Mediterranean University  , Famagusta.   2014-2018

**Masters Of Management Information System   , Cyprus International University    2019-2022, Nicosia**

## Hobbies

Travelling

Reading

Sports

Learning languages

**Masters Of Management Information System   , Cyprus International University    2019-2022, Nicosia**