

Curriculum Vitae

Markus Janse Van Rensburg

Contact details: Cellphone number: 0834207139

Summary of Sales skills and knowledge:

Sales and Marketing — Knowledge of principles and methods for showing, promoting, and selling products. This includes marketing strategy and tactics, product demonstration, sales techniques, and sales control systems.

Customer and Personal Service — Knowledge of principles and processes for providing services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.

Experience

August 2008 – Current Wham: Furniture Importers Sales Representative (self-employed)

Wham is an importer and distributor of furniture across SA. I am the Sales Representative for Gauteng, North-West and Mpumalanga focusing on sales to furniture retailers.

Responsibilities

- Answer customers' questions about products, prices, availability, product uses, and credit terms.
- Recommend products to customers, based on customers' needs and interests.
- Contact regular and prospective customers to demonstrate products, explain product features, and solicit orders.
- Estimate or quote prices, credit or contract terms and delivery dates.
- Consult with clients after sales or contract signings to resolve problems and to provide ongoing support.
- Identify prospective customers by using business directories, following leads from existing clients.
- Arrange and direct delivery and installation of products.
- Monitor market conditions, product innovations, and competitors' products, prices, and sales.

Achievements

- Increased sales by 40%
- Increased the customer base by 30%
- Developed good relationships with customers.

Experience

April 1997 to July 2008 Reliable music warehouse Salesperson and merchandiser

Reliable Music warehouse is a wholesaler of CD's DVD's, cassettes across SA. I was responsible for Internal sales.

Responsibilities

- Sales
- Customer Service
- Assistant Shop Manager
- Deliveries
- Telesales
-

Achievements

- Improved sales
- Customer Service
- Cash management
- Maintenance of shop fittings

Acquired abilities

Integrity — Job requires being honest and ethical.

Dependability — Job requires being reliable, responsible, and dependable, and fulfilling obligations.

Initiative — Job requires a willingness to take on responsibilities and challenges.

Stress Tolerance — Job requires accepting criticism and dealing calmly and effectively with high stress situations.

Persistence — Job requires persistence in the face of obstacles.

Attention to Detail — Job requires being careful about detail and thorough in completing work tasks.

Self Control — Job requires maintaining composure, keeping emotions in check, controlling anger, and avoiding aggressive behavior, even in very difficult situations.

Cooperation — Job requires being pleasant with others on the job and displaying a good-natured, cooperative attitude.

Analytical Thinking — Job requires analyzing information and using logic to address work-related issues and problems.

Independence — Job requires developing one's own ways of doing things, guiding oneself with little or no supervision, and depending on oneself to get things done.

Education

Grade 10 Ellis Park High School

Subjects: Maths, English, Afrikaans Motor Mechanics, History and Science

Languages

English and Afrikaans

Life Objectives

To become successful and to learn and apply more knowledge.

References

References will be provided on request. Please do not contact my current employer

Curriculum Vitae

Markus Janse Van Rensburg

United Furniture Outlets

September 2011-2012

Reference: Mike Burgermeister

Cell: 076721287