

Duran Manickum

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Sales and Marketing Manager

WORK EXPERIENCE

Crosscreators • 08/2023 – Present

AR Marketing and podcast creators

International Sales and Marketing Manager • Full-time

- Develop and execute digital marketing strategies to increase brand visibility and drive traffic and leads in international markets. Manage international websites, social media channels, and other digital marketing platforms.

Managing an international sales team to ensure maximum productivity in all territories.

Preparing individual development plans for staff.

Training of sales team.

Identification of new markets and creation of sales strategy.

Creation of KPI's and target timelines.

Nashua Pmb • 01/2022 – 03/2024

Business Analyst

- Exceeded sales targets by 20% within the first quarter, leading to increased revenue and strengthened client relationships.

Utility Bidder • 12/2019 – 11/2020

Senior Account Manager

- Duties : • Ensuring that current client's service levels are maintained and business retained. • Effective communication with foreign based suppliers to ensure service levels are maintained • Ensuring that sales targets are met on a monthly basis. • Ensuring that all supplier and company standards are maintained.

Itec Kzn • 08/2019 – 11/2019

Solutions Consultant

- Ensuring that current client's service levels are maintained and business retained. • Analysis of client's infrastructure and requirements to identify best office solution. • Ensuring that all supplier and company standards are maintained.

Old Mutual • 04/2019 – 10/2019

Financial Advisor

- DUTIES • Ensuring targets are met • Talking to client's to determine their expenses, income, insurance coverage, financial objectives, tax status, risk tolerance, or other information needed to develop a financial plan. • Building and maintaining your client base • Reviewing client accounts and plans on a regular basis to understand if life or economic changes, situational concerns, or financial performance necessitate changes in their plan. • Ensuring compliance with all regulatory requirements. • Reviewing client accounts and plans on a regular basis to understand if life or economic changes, situational concerns, or financial performance necessitate changes in their plan.

Lead Gem • 11/2017 – 03/2019

Sales Director

- DUTIES • to ensure that sales team consistently meets and exceeds sales targets. • Setting of individual and team targets and formulating a plan of action to ensure that these are met • Meeting with corporate client's to source new business for financial Advisors. • Maintaining and improving existing relationships with client's

Smarter Business Bpo Uk Based Company • 09/2014 – 10/2017

Sales Manager

- DUTIES • to ensure that sales team consistently meets and exceeds sales targets. • Setting of individual and team targets and formulating a plan of action to ensure that these are met • Daily training with sales team to ensure service levels and sales targets and maintained. • Identifying ways to improve sales agent's performance based on new sales techniques, motivation, and personal growth. • Conceiving and roll out of sales incentives to the sales team. • Daily motivation of the sales floor through sales training and sales impact s done.

Senior Account Manager

- DUTIES • Ensuring that current client's service levels are maintained and business retained. • Effective communication with foreign based suppliers to ensure service levels are maintained • Ensuring that sales targets are met on a monthly basis. • Ensuring that all supplier and company standards are maintained.

Autotrader • 12/2011 – 07/2014

Online Support Executive/Private Sales Manager

- DUTIES
- Conceiving & implementing sales strategies
- Training & mentoring of sales stuff
- Identifying sales trends & consumer behavior
- Credit Management to investigate all errors with regard to online private adverts – upon request.

EDUCATION

Senior Certificate

Unisa • 12/2003

Matric

Woodlands Secondary • 12/2002

Llb

{School Name}

SKILLS

Analysis, Communication, Consumer Behavior, Credit Management, Ensuring Compliance, Financial Goals, Financial Performance, Financial Planning, Insurance Coverage, Mentoring, Motivation, Personal Development, Regulatory Compliance, Risk Tolerance, Sales Coaching, Sales Planning, Sales Process, Sales Targets, Suggestive Selling