

<div data-bbox="276 163 600 296" data-label="Section-Header"> <h1>Donald Madanhire</h1> </div> <div data-bbox="282 338 599 653" data-label="Image"> </div>	<div data-bbox="802 140 946 168" data-label="Section-Header"> <h2>ABOUT ME</h2> </div> <div data-bbox="789 207 1398 359" data-label="Text"> <p>My journey started in the dynamic world of sales and sales training, where I spent over 4 years honing my communication skills. But my passion for helping others learn has always burned bright. That's why I recently became a certified TEFL teacher!</p> </div> <div data-bbox="789 390 1398 541" data-label="Text"> <p>My background is anything but ordinary - from coaching on the sports field to captivating audiences on the radio, I thrive on engaging people. Now, I'm excited to unlock the world for others through dynamic English classes, both online and in-person!</p> </div>
<div data-bbox="175 762 414 789" data-label="Section-Header"> <h2>PERSONAL DETAILS</h2> </div> <div data-bbox="175 825 560 947" data-label="Text"> <p>Date of birth: 09 February 1994 Marital status: Single Nationality: Zimbabwean Languages spoken: English</p> </div> <div data-bbox="175 982 425 1010" data-label="Section-Header"> <h2>CONTACT DETAILS</h2> </div> <div data-bbox="175 1016 771 1119" data-label="Text"> <p>Email: donaldmadanhire8@gmail.com LinkedIn: www.linkedin.com/in/donald-madhanhire8 Contact number: +263 783 469490</p> </div> <div data-bbox="190 1197 367 1226" data-label="Section-Header"> <h2>EDUCATION</h2> </div> <div data-bbox="190 1234 789 1545" data-label="List-Group"> <ul style="list-style-type: none"> • Level 5 168 Hour TEFL Certificate – The TEFL Academy, UK. 2024. • Bachelor of Commerce in Business Management (Honours) - Namibia University of Science and Technology, 2018 (Namibia) • Udemy: B2B Sales Masterclass: People-Focused Selling, 2024 </div>	<div data-bbox="802 758 976 785" data-label="Section-Header"> <h2>EXPERIENCE</h2> </div> <div data-bbox="789 825 985 852" data-label="Section-Header"> <h3>Sales Executive</h3> </div> <div data-bbox="789 879 1144 961" data-label="Text"> <p>Tano Digital Solutions (Pty) Ltd Feb 2022 - Current</p> </div> <div data-bbox="802 982 1435 1386" data-label="List-Group"> <ul style="list-style-type: none"> • Led discovery sessions to analyse client needs, showcasing strong analytical and interpersonal skills. • Developed and presented software solution pitches to executives, demonstrating effective public speaking. • Wrote detailed business proposals emphasizing ROI, showcasing proficiency in persuasive writing. • Negotiated complex deals with C-suite executives, displaying strategic communication skills. • Trained new sales recruits on customer engagement and product knowledge, highlighting English teaching abilities. </div> <div data-bbox="789 1411 1266 1440" data-label="Section-Header"> <h3>Business Development Representative</h3> </div> <div data-bbox="789 1465 1195 1547" data-label="Text"> <p>Conti Touch Technologies (Pty) Ltd October 2020 – Feb 2022</p> </div> <div data-bbox="802 1566 1435 1845" data-label="List-Group"> <ul style="list-style-type: none"> • Enhanced communication skills through prospect engagement via cold calls and emails. • Led meetings with executive-level clients, improving presentation and meeting etiquette. • Conducted needs analysis and qualified prospects, emphasizing negotiation and relationship-building. • Clearly explained complex software capabilities at various events. </div>

<p>STRENGTHS</p> <ul style="list-style-type: none"> • Great Communicator • Active listener • Creative • Team player • Adaptable <p>SKILLS</p> <ul style="list-style-type: none"> • Presentation Skills • Needs Assessment • Adaptability • Verbal and written communication • Customer Relationship Management (CRM) <p>HOBBIES</p> <ul style="list-style-type: none"> • Writing • Reading • Fitness and strength <p>References on request</p>	<p>Sales Representative</p> <p>TBWA International (Pty) Ltd</p> <p>June 2019 – October 2020</p> <ul style="list-style-type: none"> • Developed strong customer relationship management skills, maintaining an 80% retention rate during the challenging Covid-19 pandemic period • Utilized persuasive communication and sales strategies to achieve significant revenue growth • Enhanced verbal communication and cold-calling techniques by completing 55-60 outbound calls daily • Refined skills in needs analysis and professional meeting facilitation by qualifying prospects and conducting 15-18 discovery meetings weekly. <p><i>Physical Education and Sport Teacher Assistant</i></p> <p>Barwick Primary School (English School)</p> <p>January 2019 – June 2019</p> <ul style="list-style-type: none"> • Assisted PE teachers and engaged students during physical education classes, ensuring effective class participation and interaction. • Managed and organized sports equipment and inventories, ensuring everything was ready and available for physical education activities. • Organized and supported extracurricular sports activities and events. • Provided personalized assistance to students, helping them improve their physical skills and achieve fitness goals • Ensured safety procedures were followed during physical activities, creating a safe and inclusive environment for all students. <p>Radio Host</p> <p>NUST Community Radio -</p> <p>February 2018 - December 2018</p> <ul style="list-style-type: none"> • Developed advanced communication skills by hosting engaging radio shows. • Maintained audience interest through interactive segments. • Conducted interviews, demonstrating skills in asking insightful questions for classroom discussions. • Adapted content based on listener feedback. • Managed show timings and adhered to schedules. • Enhanced cultural awareness by discussing diverse topics.
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