**PROFESSIONAL SUMMARY**

Cell: +27828625650

Email: c3eoa143@gmail.com

Gauteng, South Africa

**SKILLS**

* Sales cycle management
* Customer experience enhancement
* Product knowledge
* Sales development
* Retention strategies
* Customer relationship management
* Referral generation
* Negotiation tactics
* Reliability
* Decision-making
* Time management
* Sales pitch development
* Team collaboration

**EDUCATION**

High School

Havenpark Secondary

Durban, South Africa

December 2005

Skyy Avition

Cabin Crew Diploma

Durban, South Africa

July 2007

**LANGUAGES**

English - Proficient (C2)

Afrikaans - Intermediate (B1)

CHANTEL ATCHANNA

Proven Sales Consultant at UDM International, Gauteng, adept in sales cycle management and fostering customer relationships, I've consistently exceeded sales targets by leveraging expert negotiation tactics and a deep understanding of product knowledge. Collaborating effectively with teams, I've enhanced customer experiences and retention, achieving significant sales growth.

**EXPERIENCE**

**Sales Consultant, Nov 2021 – Sep 2024**

UDM International, Gauteng, South Africa

* Captured sales through effective product demonstrations and persuasive communication skills to overcome objections.
* Handled stressful situations professionally and multitasked with ease.
* Delivered persuasive sales presentations to communicate product benefits and features.
* Satisfied customers through efficient payment processing and delivery coordination.
* Achieved and exceeded sales targets through effective planning and execution.
* Resolved customer complaints and issues promptly to maintain high levels of satisfaction.
* Improved sales process by delivering feedback to management.
* Developed and maintained strong knowledge of product features, benefits, and applications.
* Maintained strong relationships with existing customers to ensure repeat business.
* Stayed updated on industry trends, competitor activities, and regulatory changes.
* Collaborated positively with peers and other staff members to maintain friendly, supportive, and cooperative work atmosphere.
* Kept work and common areas neat and organized to maximize productivity, alleviate potential accidents and promote professional workspace.

**CERTIFICATIONS:**

**South African Civil Aviation Authority**- Cabin crew

License number: 0272264276

**Level 5 Teaching English as a Foreign Language Course (TEFL)-** Current -Ends 14/8/2025