






Noluthando Zwane

MBA sales Intern

CONTACT

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SKILLS

Market analysis

Key Opinion Leader (KOL) relationship

Strategic Management Skills

Surgical medical sales

Team Player

Good Inter-personal & Communication Skills

LANGUAGES

- English

Professional Proficiency
- IsiZulu

Professional Proficiency

OBJECTIVE

Analytical Medsurg sales intern with history’s of building strong relationships. Skilled at providing products training to clients to ensure proper and sufficient performance and utility. Adept at developing accounts strategy and sales forecasts, Keen to leverage strong targets achievement to progress within growing company and demonstrate exceptional interpersonal skills.

EDUCATION

02/2016–12/2016 Grade : 75	Pre degree Foundation Programme Midrand Graduate Institute
02/2017–01/2019 Grade : 81	Bachelors Degree In Financial & Selective Marketing Management Richfield Graduate Institute Of Technology

EXPERIENCE

Tente Castors SA pty Ltd 11/2020–03/2021	Internal Sales Representative My duties entailed processing, invoicing consignment and reconciliation of Statements of Accounts. Resolved customer queries and discrepancies using effective communication and providing step-by-step solutions in order to maintain good standards practices. Organize files to support efficiency and traceability. Meet budget targets through responsible planning and resource allocation
Medtronic Africa 11/2022–Present	MBA Medsurg Sales Intern Providing operating room demonstrations, using clear clinical knowledge and product expertise to pitch targeted solutions. Represented the brand at corporate conferences, events and networking strategically to build revenue opportunities. Demonstrates impeccable sales skills to negotiate profitable deals with clinical, pharmaceutical and technical teams. Assessed clients needs and made targeted product recommendations to build trust and increase revenue.

REFERENCES

Chief Executive Officer Tente Castors SA pty Ltd	Kevin Knott–craig 0113974751 kknottcraig@tenetrsa.com
Medsurg Sales Manager Medtronic Africa	Tiaan Puzicha 0832718178 tiaan.puzicha@medtronic.com
Logistic Manager Tente Castors SA pty Ltd	Sam Baloyi 0113974750 sbaloyi@tentersa.com