



Christiana Mawuena Akakpo

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PROFESSIONAL SUMMARY

Hardworking and driven sales management professional equipped to revitalize sales operations and align procedures to maximize profits and client acquisition. Successful at improving sales procedures to streamline and strengthen processes. Multifaceted leader with analytical and diligent approach to building and leading strong teams.

Well-qualified with proven success in improving operations and solving problems. Highly proficient in building lasting relationships with key decision makers, customers and team members to further company goals. Ready to leverage training and experience to take on new professional challenges.

SKILLS

- Strong Organizational Skills
- Ease with Computers and Technology
- Loyalty Building
- Customer Understanding
- Configuring Devices
- Data Integrity

WORK HISTORY

IT PERSONNEL

05/2021 to CURRENT

KudiTech Solutions | Kumasi , Ghana

- Compiled data from personnel records and prepared reports to aid in key decision-making.
- Fielded numerous telephone calls and emails daily and handled many requests without any input from senior staff.
- Supported meetings by taking notes, organizing minutes and writing summaries.
- Assisted with meetings and presentations with our clients
- Training clients on how to use the software.

SALES MANAGER

02/2021 to 04/2021

Makito Ventures | Accra , Ghana

- Built lasting relationships with clients through outstanding customer service interactions.
- Exceeded targets by building, directing and motivating high-performing sales team.
- Established strong relationships with major accounts and key decision-makers to increase sales in designated territory.