

Nompumelelo Manjingolo

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Experience

- **Medtronic Africa** 15/11/2021 -
Sales Representative Rookie
 - - Generating leads.
 - Meeting or exceeding sales goals.
 - Negotiating all contracts with prospective clients. Helping determine pricing schedules for quotes, promotions, and negotiations.
 - Preparing weekly and monthly reports.
 - Giving sales presentations to a range of prospective clients.
 - Coordinating sales efforts with marketing programs.
 - Understanding and promoting company programs.
 - Obtaining deposits and balance of payment from clients
 - Representing Medtronic during Vascular surgeries
 - Providing case support for customers.
 - Promote and sell Medtronic products in Pretoria account to meet or exceed sales target.
 - Inventory management at allocated accounts.
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- **Discovery** 04/01/2021 - 05/11/2021
Patient Administrator
 - Capturing patients medical records on the system.
 - Greeting, welcoming, directing and announcing patients appropriately and professionally.
 - Assist patients with completion of patient information forms.
 - Enter patient details and procedures accurately on the computer.
 - Scanning documents into the system, i.e. referral letters, medical aid cards etc.
- **RGBC** 15/08/2017 - 30/12/2019
Brand Ambassador/Promoter
 - Demonstrating and providing information on promoted products.
 - Distributing product samples.
 - Set up booths or promotional stands and stock products.
 - Report on demonstration related information.

Education

- **MANCOSA** 2022 (currently studying)
Bachelor of Business Management
- **Richfield Graduate institute of technology** 2019
National Diploma in Business Administration specializing in Human Resources
370 credits

Skills

- Excellent verbal and written communication.
- Highly persuasive with strong selling skills.
- Works well in fast paced environment.
- Strong organizational and time management skills.
- Goal oriented

Competencies

- Microsoft Excel
- SAP
- Carelink
- Microsoft PowerPoint
- Marketing

Achievements & Awards

- Successfully completed CRICE training with a 98% pass.
- Reached sales target in Q2 as an Intern

Language

- English
- Isizulu
- Xhosa

Reference

- **Ilze Lock - "Medtronic Africa "**
Territory Manager
0829613414
- **Busisiwe Cabe - "Discovery "**
Manager
0743208178