



THABO DLADLA

D I G I T A L M A R K E T E R
| A D M I N I S T R A T O R | C O N S U L T A N T |

CONTACT

☎ 067-182-8755

✉ dthaboh16@gmail.com

📍 21 Caronia Road, Westville,
Berea, 4091

🌐 Purplecafe.com

SKILLS

- Web Design
- Design Thinking
- Wireframe Creation
- Front End Coding
- Problem-Solving
- Computer Literacy
- Project Management Tools
- Strong Communication

EDUCATION

DEGREE IN MARKETING
MANAGEMENT
University of Johannesburg
2020 - 2021

END USER COMPUTING

Pendula
2022

PROFILE

I am a qualified and professional web developer, Salesperson with over five years of experience in database administration and website design, client liaison endorsed with Strong creative and analytical skills. I have at most succumb to working towards creating value and seasonally thrive to meet objectives by enforcing creativity and a team player with an eye for detail.

EXPERIENCE

OUTBOUND SALES CONSULTANT
VIRTUSELL
2016 - 2018

- Database administration and website design
- Built the logic for a streamlined ad-serving platform that scaled
- Create leads and turn those leads to potential customers
- Client liaison on the existing customers making sure they are happy with our services

SALES AGENT
CCI
2020 - 2021 Jan- Dec

- Database administration and website design
- Built the logic for a streamlined ad-serving platform that scaled
- Educational institutions and online classroom management

SALES AGENT

Xerox Distributor

2021 - 2021 Jan- Dec

- Kept detailed records of sales and customer information in CRM software, updating database regularly to maintain top-notch service.
- Run and operate the function of sales department in a sense of a sales team leader
- Deployed out to the fields in pursuit of generating leads turn them into prospective buyers.



Reference List

- XEROX DISTRIBUTOR
Manager
- 064-387-6288
- CCI
Manager
- 073-058-8473
- FGTG Business Solutions
Manager
- 074-661-0697
- Medtronic
HR
-011-260-9300

SALES MANAGER

FGTG Business Solutions

2022 - 2022 Jan- Nov

- Streamlined training processes for orders, tracking, expense recording and sale protocols to increase employee productivity and enhance sales.
- Researched local markets to identify and flesh out lists of new leads for sales team follow-up.
- Implemented updated CRM systems and social media marketing strategies to streamline sales processes and optimize communication.
- Preparing, organizing, storing information in paper and digital form, managing sales processes and forecasting sales

SALES CO-ORDINATOR/ASSISTANCE

MEDTRONIC

2022 - Dec- Present

- Created documents recommended courses of actions to assist upper management in complex decision-making issues.
- Provided effective recommendations to increase customer satisfaction and marketing effectiveness to secure long-term accounts.
- Deployed and assessed strategies for retaining customers and maximizing account servicing opportunities to promote revenue consistency.
- Improved productivity by increasing customer communication and responding to feedback.
- Employed closing sales techniques, upselling and customer loyalty incentives to boost sales.
- Spearheaded team-building sales meetings to inform supervisors of changes and promote successful sales strategies.