

Lubega Derick

Merchandiser

Dubai, UAE

lubegaderick12@gmail.com

+971558365023

Experienced Merchandiser and additional as sales associate with a proven track record of increasing sales and profitability through effective merchandise displays, inventory management, and promotional campaigns. Proven ability to analyze sales data, identify trends, and adjust inventory levels accordingly. Strong negotiation skills and experience in managing a team of merchandising and sales associates. Excellent communication and interpersonal skills.

Work Experience

Sales Associate

Carrefour Majid Al Futtaim Hypermarket-Dubai

November 2020 to Present

- Developed and implemented sales strategies that increased revenue by 20% year over year.
- Consistently exceeded sales targets by an average of 150%.
- Built and maintained strong relationships with key clients, leading to increased customer loyalty and repeat business.
- Prospected and qualified new leads, generating a pipeline of potential customers.

Visual Merchandiser

Kabiswa general distribution-Kampala

March 2016 to September 2020

- Increased sales by 15% through effective merchandising techniques.
- Reduced inventory shrinkage by 10% through improved inventory management.
- Improved product presentation, resulting in a 20% increase in customer satisfaction.
- Developed a new merchandising plan that led to a 25% increase in sales.
- Negotiated a 10% discount with a key vendor by utilizing strong negotiation skills.

Education

Bachelors degree in Accounting and business management

Kampala University - Kampala

August 2017 to April 2021

CGPA 4.36

Skills

- Communication skills
- Cold calling
- Upselling and Cross-Selling
- Microsoft dynamics

- Social media marketing
- Lead generation
- Customer Relationship Management
- Attention to detail
- Inventory management
- Adaptability
- Market research

Certifications and Licenses

Light vehicle UAE driving License

November 2024 to November 2026

License No. 4817442