

WILFRIED JUNIOR ADAMOU KINGUE

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Objectif carrier

As a former inventory manager and as a Sales manager, my highest objective is to support the company's core goals by assuring high inventory quality and exceeding inventory targets. In order to do this, I will impart my full expertise in planning, scheduling, forecasting, pattern analysis, deployment, and reporting with maximum accuracy as possible. Equipped with a strong background in inventory management and warehouse operations, I am positive that this can be achieved. I also aim to continually enhance my capabilities, utilize the best inventory practices, and pursue its implementation among warehouse workers. I am looking forward to put forth a positive contribution for the growth of the company.

Language

- **French:** Advanced
 - **English:** intermediate
 - **Chinese:** intermediate
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Skills

- Creating Organizational
 - Hosting personal development workshops
 - Traveling and Mountain Climbing.
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Work Experience

United truck services Cameroon UTSC - SINOTRUK HOWO, Douala- Cameroon
04-2013/ 07-2016

Inventory control manager:

- Plan, organize, direct, control and evaluate the operations of a department providing a single administrative service or several administrative services.
- Direct and advise staff engaged in providing records management, security, finance, purchasing, human resources or other administrative services.
- Direct and control corporate governance and regulatory compliance procedures within the establishment.
- Plan, administer and control budgets for contracts, equipment and supplies
- Prepare reports and briefs for management committees evaluating administrative services
- Interview, hire and oversee training for staff.

United truck services Cameroon UTSC - SINOTRUK HOWO, Douala- Cameroon
09-2019/ 12-2021

Sales representative:

- Serves customers by selling products and meeting customers needs.

- Services existing accounts, obtain orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets.
- Adjusts content of sales presentations by studying the type of sales outlet.
- Focuses sales efforts by studying existing and potential volume me of dealers.
- Submit orders by referring to price lists.
- Keeps management informed by submitting activity and results reports, through weekly reports and work plans and annual territory analyses.
- Contributes to team effort by accomplishing related results as needed.

Uganda Automobile group, UAG Kampala-Uganda, 01-2022 Till now

Sales Manager:

- Anticipate sales and expenses goals monthly and annually and prepare departmental operating budget.
- Support salesmen to set realistic and aggressive monthly targets and support deal closure amd approval.
- Review and monitor customer preference and operational records to focus automotive sales efforts.
- Responsible for purchasing, appraising and managing inventory.
- Respond to customer complaints and ensure highest level of customer satisfaction

Educational Background

- **2012:** Bachelor degree in industrial logistics at University of Douala
 - **2019:** Master’s degree in cross cultural studies at Inner Mongolia University for nationalities, China.
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Computer Skills

- Master pack office
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Hobbies

- Lecture
- Football

REFERENCE Available on Request.