

Jamal Lomain
22 Garman Street
Oshawa, Ontario
L1L 1L1
Telephone: (416) 555-7777
email: lomain@home.com

CAREER OBJECTIVE

A sales oriented position, utilizing abilities developed through my education and experience, with the opportunity for professional growth based on demonstrated performance.

ACHIEVEMENTS AND ACQUIRED SKILLS

- Smithson's top sales person in the district for eight consecutive months
- Received Certificate of Recognition for outstanding performance in customer service at Top Five Bank.
- Received an "On-The Spot Achievers Award" for Customer service and high levels of referrals at Top Five Bank.
- Thrive in fast-paced environment where prioritizing objectives and meeting quotas is crucial.
- Self-motivated, goal oriented, eager and quick to learn.

EMPLOYMENT HISTORY

2007 – 2009

ABC International Group Inc. (Markham, Ontario)

Manager, Sales and Marketing

Duties:

- Setting up joint ventures in south america, asia, africa
- Getting the most out of various agents and distributors
- Sales tracking
- Sales meetings
- Forecasting
- Traveling frequently
- Order processing
- Foreign Market Development

2003 – 2007

Reliance Trading (Richmond Hill, Ontario)

Export Development Manager

Duties:

- Same as ABOVE (FTI)

1998 – 2003

Top Five Bank (Toronto, Ontario)

Personal Banking Associate

Duties:

- Respond to customer inquiries regarding various banking products and services in order to determine sales opportunities and maintain 100% retention.
- Sell and deliver appropriate banking products to meet and exceed customer's expectations.
- Proactive in campaigns, service quality, and cross selling teams.
- Establish professional relationship with clients to foster trust and increase future sales.
- Continuously update knowledge of various banking products and services, policies and procedures.
- Currently the sales leader with 187% of the yearly quota completed after the third quarter

1996 – 1998

Smithson Electronics (Ajax, Ontario)

Manager (Promotion received after 6 months of employment)

Duties:

- Weekly tracking and store projection reports
- Payroll, inventory control and scheduling
- Sales training of the staff
- Opening and closing the store and nightly deposit.

1994 – 1996

M & H Connections Inc. (Toronto, Ontario)

Owner/Operator

Duties:

- Day to day operation of the store
- Accounts Receivable/Accounts Payable
- Inventory Control
- Hiring and training of sales staff
- Maintaining Corporate Accounts

1993 – 1994

Bell Mobility (North York, Ontario)

Mobility Consultant / Assistant Manager

Duties:

- Customer Service
- Opening and closing the store
- Inventory Control
- Managed to increase the given client base by 78% in one year

COMPUTER AND RELATED SKILLS

Operating Systems:

Windows 3.11, Windows 95/98/ME/2000, OS/2, Palm OS, Windows CE

Software:

WordPerfect, Office 97/2000, Quick Books Pro

EDUCATION

1998- Present **University of Toronto**

Currently working towards a Bachelor of Commerce

2000 **The Institute of Canadian Bankers**

Completed Investment Funds In Canada (Mutual Funds)

PERSONAL INTERESTS

<Reading> <Music> <Travel> <Technology>

REFERENCES AVAILABLE UPON REQUEST