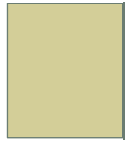


AMANDAH DOMINIC ZACA

JOHANNESBURG

073 6000 060 ▪ zacadominic@gmail.com ▪ www.linkedin.com/in/dominic-zaca-288804167



Professional Summary

Energetic Business Development Consultant who has a track record of increasing revenue and enhancing productivity. Adept at developing reports and Strategies for clients that make sense, finding solutions where none seem to be available and assisting customers in finding new clients and enhancing Brand Image/identity.

Experience

Business development consultant ▪ Current
Agile marketing ▪ 9 Felstead Rd, Northriding 2169

Identify new business opportunities, prepare presentations for potential clients, Setup and attend meetings sales budgets, Client liaison, Create strategies for existing accounts to generate business, Accounts management, Attending briefing, Compiling and submitting tender documents, Sourcing and maintaining Supplier relationship, Procumbent process, and compiling Client feedback.

Sales and Marketing Manager ▪ July 2018 – October 2018
Maties Gym ▪ Coetzburg Rd, Stellenbosch, 7600

Sales reports, Staff training, Staff recruitment, Sales budgets, Sales and Marketing strategy, Client liaison, Digital marketing, Accounts management, Marketing revenue, Cold calling, Setting meetings, Updating bulletins, and Complying monthly reports.

Sales and Marketing Consultant ▪ April 2015 – April 2018
Virgin Active ▪ 57 Old Main Rd, Hillcrest, 3650

Second in-charge, Staff training, Strategy planning, Marketing events, Corporate Wellness days, Reaching sales targets, Staff recruitment, Sales process, Business development, Customer engagement, Pre-sales, Lead allocation, Lead drives

Tele-sales Consultant ▪ August 2013– February 2015
Veleocity ▪ 67 KE Masinga RD, Durban, 4025

Second in-charge, sales processing, MTN and Telkom campaigns, cold calling, data capturing

Nature Tour Guide ▪ July 2012 – June 2013
Umhlanga Nature Reserve ▪ Hawaan, Blackburn, Umhlanga, 4319

Head tour guide, Booking of tours for local and international tourists, Completing tours and admin, identifying fauna and flora, achieving KPI'S, Business development, Compiling annual reports

Skills

- Demonstrating and presenting products/services
- Establishing new business
- Maintain accurate records
- Review sales performance
- Communications
- Leadership
- Negotiating
- Strat/goal setting
- Microsoft package
- CRM
- Written and Oral communication
- Research skills
- 360 Marketing strategies
- Project management

Education

PC training and Business college

July 2012 ▪ Financial administration services NQF L3

Makiti Travel and tours

July 2013 ▪ Nature tour guide NQF L2

Career achievements

- Appointed as Regional Sales trainer for Virgin Active Kzn (2018)
- Top sales consultant for Virgin active KZN (2016,2017,2018)
- Top Sales consultant for Virgin active SA (2017,2018)
- Completed an inhouse Sales manager program for Virgin active (2017)
- 110% budget as Sales manager for Maties Gym (2018 July and August)
- Appointed as Radio presenter for MFM
- Organizer of DBSA Youth Challenge (2019)
- Digital strategy and branding for UN breweries, Chibuku and Ijuba(2020)
- Branding for Ukheshe(2020)
- Project management for Randwater CE Roadshow(2019)

References

Nhlanhla Mkhwanazi	-	031 5665 154	-	0837435673
Amori Van Jaarsweld	-	021 8089 133	-	073 0627 880
Vuyelwa Mantjie	-	010 220 5285	-	0760956258

