

Asingamaanda Mafunzwaini

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Professional Profile

Motivated and dynamic professional with a BSc General degree and solid experience in managing teams, developing strategic plans, and delivering successful project outcomes. Proven ability to lead cross-functional teams, communicate effectively with stakeholders, and manage risks. Seeking to leverage leadership and organisational skills in a junior project management role.

Education

University of Pretoria
BSc General
2018

- Relevant Coursework: Physiology, Anatomy, Pharmacology

University of Pretoria
Short Course Certificate: Entrepreneurship
2019

- Key Learning: Selling Skills, Accounting, Customer Relations

Udemy (Online)
Short Course Certificate: Data Analytics
2023

- Key Learning: Data Interpretation for Data-Driven Decision-Making

Key Skills

- **Project Management:** Project planning, execution, risk management, and team leadership.
- **Communication & Collaboration:** Effective stakeholder communication, relationship building, team collaboration.
- **Technical Skills:** Proficient in Microsoft Office, Power BI, and WebOps.
- **Languages:** Fluent in English, Tshivenda, SeTswana, SeSotho, SePedi.

Professional Experience

Area Sales Executive(Gauteng, NW), B Braun

Sept 2025 - Present

- Engaged with customers to understand their needs, providing product recommendations and ensuring excellent customer service.
- Assisted in achieving monthly sales targets within the first three months by implementing effective sales strategies.
- Processed sales transactions efficiently while ensuring customer satisfaction, contributing to increase in repeat customers.
- Onboarded a new client, establishing a long-term relationship that contributed to recurring sales.
- Sold four times the usual volume of products by identifying key client needs and providing tailored solutions.
- Manage R55 Million budget and target
- Apply my expertise to educate clients.

Sales Specialist, Fresenius Medical Care

June 2024 – October 2024

- Engaged with customers to understand their needs, providing product recommendations and ensuring excellent customer service.
- Assisted in achieving monthly sales targets within the first three months by implementing effective sales strategies.
- Processed sales transactions efficiently while ensuring customer satisfaction, contributing to increase in repeat customers.
- Onboarded a new client, establishing a long-term relationship that contributed to recurring sales.
- Sold four times the usual volume of products by identifying key client needs and providing tailored solutions.
- Managed product inquiries, resolved complaints, and followed up with clients to maintain strong customer relationships.
- Collaborated with the sales team to identify and pursue new opportunities for upselling and cross-selling.
- Conducted market research and analysed customer feedback to improve product offerings and optimise sales performance.

Key Achievements

- Exceeded sales targets by within the first [month(s)] through excellent customer service and proactive engagement.
- Onboarded 1 new client, resulting in long-term business and increased revenue.
- Sold four more products than the average within a single sales cycle, demonstrating strong persuasion and client-focused sales strategies.
- Successfully maintained strong client relationships, resulting in 5% repeat business and positive feedback.

Medical Sales Representative, Smith & Nephew

Oct 2020 – May 2024

- Managed a diverse portfolio of medical products, collaborating with healthcare professionals to ensure proper product usage.
- Developed strategic sales plans and managed key accounts, demonstrating strong project planning and execution skills.
- Built and maintained relationships with key decision-makers, including hospital administrators and physicians, driving territory revenue by 15% annually.
- Collaborated with cross-functional teams, improving product performance and optimizing client satisfaction.

Graduate Internship Program, Smith & Nephew

Sept 2019 – Sept 2020

- Participated in theatre gown training, hospital protocol management, and marketing code training.
- Acquired CRICE certification, enabling hospital theatre access and contributing to team operations and project delivery.
- Worked closely with experienced colleagues to develop a strategic approach to sales and project tasks.

Leadership Experience

Project Leader, University of Pretoria ENACTUS

Feb 2018 – Nov 2018

- Led a team of 10 members to successfully develop and execute a project plan for a product launch, delivering on time and achieving project objectives.
- Managed communication between stakeholders and team members, ensuring alignment and resolving issues proactively.
- Provided regular updates to stakeholders, ensuring transparency throughout the project lifecycle.

Mentor, Masoom Training

May 2023 – Oct 2023

- Provided coaching and guidance to interns, offering feedback to improve their performance.
- Fostered collaboration and open communication, resulting in improved project outcomes and teamwork.

Interests

- Project Management Methodologies (Agile, Waterfall)
- Data Analytics
- Industry Events and Conferences

References

Available upon request.