



Francois Van Aswegen

Curriculum Vitae (CV)

What job i'm looking for? My positive points

Pharmaceutical/Health Sales Representative

Marketing Assistant/Digital Marketer/Content Writer/Copywriter

I have extensive experience in the sales industry and my primary function is external/internal Retail/FMCG/Pharmaceutical Sales Representative. Experienced sales, marketing, and retail merchandising professional. Business-to-business and business-to-consumer sales success in the FMCG industry. Accomplished in exceeding sales goals, growing businesses, and expanding territories. Passionate about personal health with a background in consulting individuals to offer targeted dietary plans and lifestyle management tips for healthy weight loss. Coaching clients to enable them to become the best version of themselves they can possibly be.

Kind Regards

Johannes Francois van Aswegen

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Preferred occupation	Sales representative
	Sales jobs
Preferred work location	Sales consultant
	Sales jobs
	Johannesburg
	Gauteng
	East Rand
	Gauteng
	Pretoria / Tshwane
	Gauteng
	West Rand
	Gauteng

Contacts and general information about me

Day of birth	1970-12-27 (53 years old)
Gender	Male

Residential location	East Rand Gauteng
Telephone number	<i>Information is available only for registered users.</i> Sign in
Email address	<i>Information is available only for registered users.</i> Sign in

Work experience

Working period	nuo 2014.08 iki dabar
Company name	Holistix Products and Services
You were working at:	Sales representative
Occupation	Pharmaceutical Sales Rep
What you did at this job position?	<p>Sales, Merchandising Duties: • Consult with existing and prospective customers about supplements, vitamins, minerals, herbs and amino acids requirements. • Create professional sales presentations to effectively demonstrate product features and competitive advantages. • Assist in product placement and visual merchandising and maintaining attractive and inviting appearance. • Boost brand awareness, implement promotional campaigns and employ sales tactics as part of territory development. • Achieve monthly sales goals by promoting product benefits and enrolling new clients. • Reach out to customers after completed sales to evaluate satisfaction and determine immediate service requirements. • Increase sales by offering consultation on products and services and applying customer service and upselling techniques. • Retain excellent client satisfaction ratings through outstanding service delivery. • Tailor sales approaches and techniques to specific client needs to increase marketing effectiveness. • Enhance territory operations through successful cold calling of area business leaders and establishing favorable contracts. • Capture and update customer information on Sage and enter customer orders on Pronto. • Manage sales on Takealot by calculating prices, listing products, arranging for deliveries and communicating with Takealot representatives to resolve issues.</p>
Working period	nuo 2010.01 iki 2014.08
Company name	Dischem Pharmacies
You were working at:	Sales consultant
Occupation	Health Consultant/Tony Ferguson Practitioner
What you did at this job position?	<p>Sales, Merchandising Duties: • Discuss requirements and recommend optimal solutions pertaining to vitamins, dietary supplements, herbal remedies and homeopathic supplements with internal customers and prospects. • Coordinate restocking of sales floor with current merchandise and accurate signage for current promotions. • Contribute to design and setup of merchandise displays promoting key products, creating aesthetically pleasing arrangements to attract customer attention. • Consult with customers to identify individual customer needs, discuss weight loss, nutrition, and lifestyle changes. • Provide information on nutrition and weight loss using Tony Ferguson weight loss principals. • Share in-depth knowledge of program products and components as well as impact on medications and health conditions.</p>

Education

Educational period	nuo 2020.01 iki 2021.02
Degree	Certificate
Educational institution	Metropolitan School Of Business And Management
Educational qualification	Advanced Professional Certificate in Strategic Marketing Management
Educational period	nuo 2022.01 iki 2022.02
Degree	Professional Qualification
Educational institution	National Exercise and Sports Trainers Association
Educational qualification	Certified Lifestyle & Weight Management Specialist (LWM)
Educational period	nuo 2012.01 iki 2013.01
Degree	Professional Qualification
Educational institution	Institute of Business Management of South Africa
Educational qualification	Sales Management Certificate

Languages

Language	Speaking level	Understanding level	Writing level
English	fluent	fluent	fluent
Afrikaans	fluent	fluent	fluent

Recommendations

Contact person	Martin Parsons
Occupation	Assistant Manager
Company	Dischem Pharmacies
Telephone number	+27 (0) 82 497 3248

Additional information

Your hobbies	Gym Circuit Training Jogging Healthy Living
Driver licenses	EB Articulated Light Vehicle ≤ 3,500kg
Driver license from	1992-01-00 (32 years)
Salary you wish	22000 R per month
How much do you earn now	15500 R per month