KATLEGO MACDONALD MANYAPYE

Contact

@ macdonaldkatlego31@gmail.com

0734238537

311 isekelo section tembisa

Skills

°payment processing. °call centre experience. °customer credit checks. °customer overnight. °sales closing techniques. °astute negotiator. °revenue negotiator. °client engagement techniques. °rapport building.

20%

EXPERIENCE

I-TALK FINANCIAL SERVICES 02/2015

Sales consultant -

Created detailed sales presentations to communicate product features and market data. 02/2016

Demonstrates products to show potential customers benefits and advantages and encourage purchases.

Retained consistent client base by conducting market research to develop brand strategy.

Established new customer accounts through perseverance. Dedicated cold calling and exceptional service.

Provided pricing information to customers regarding specific product.

Identified prospect needs and developed appraise responses along with information on suitable products and services.

Maintained positive, productive professional client relationships for continued loyalty and consistent investment.

Clientele life 06/2016

Sales consultant -

Approached potential clients by using direct marketing techniques,including mailings and phone contact. 12/2018

determined financial needs by assessing existing coverage and aligning new products and services with long term goals.

Built relationships with clients through active listening to provide excellent service.

Cultivate mutually beneficial client's relationship through telephone calls and meetings

Accomplished sales goals and boosted revenue through service knowledge and customer relationship management.

Sat weekly goals for inside sales representatives.

Achieved sales goals and service targets by cultivating and securing new customers relationships

Landau Attorneys 07/2019

Debt collector -

Negotiated customer repayment plan, consistently maximizing early payment to reduce debt recover time. 12/2019

Performed all debt collection activities according to guidelines and standards.

Perform collection of overdue debts.

Delivering exceptional customer service on all calls while maintaining calm and professional demeanor in challenging circumstances.

Set up drafts and processed immediate payments after conduction thorough research and analysis of account.

Maintained high volume of calls to meet demands of busy groups.

Used scripted conversation prompts to convey current account information and obtain payment

menzies aviation 08/2023

customer service agent -

I was assistant passengers to check in their luggage's and to give them boarding pass for the flight. 07/2025

EDUCATION

Ingqayizivele high school 2013

Matric

REFERENCE

Nyameko - I-Talk financial services

team leader

0790725792

Petrus modillane - clientele life

Team leader

0614861033

Marius freeman - menzies aviation

Team leader

0836719134