

GODSON AYEH NYANTEH

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Personal Profile

Nationality: Ghanaian

Objective

To execute my responsibilities to maximum satisfaction, and work in the manner that will strengthen the company's competitiveness within the industry.

Education

Bachelor of Arts (Hons): Sociology, Geography and Resource Development, (University of Ghana, March 2010).

General Certificate of Education (Cambridge A-Levels). – Kigali-Rwanda, Nov 2006

International General Certificate of Secondary Education (Cambridge O-Levels). - Kigali- Rwanda, Nov 2004.

B.E.C.E: University Primary Basic School, Legon. - Accra-Ghana, April 2003.

Microsoft Office Suite certificate – Interlink. - Kigali-Rwanda, May 2007

Work Experience

Company: True Manufacturing and Trading Company LTD.

July 2020, Marketing Executive

Responsibilities:

- ✦ Marketing and sales of Dahua Security Cameras, Fire, Alarm and Security Door Systems*
- ✦ Providing after sales and monitoring services on security systems*
- ✦ Registering and Managing client accounts*
- ✦ Providing Reports to Operations Manager*

Company: Coca-Cola Bottling Company of Ghana (ECCBCG)

June 2019, Area Business Developer

Responsibilities:

- ❖ Management of Distributor Operations and Supervision of Distributor sales force***
- ❖ Management of transactions, payments and receipts on distributor accounts***
- ❖ Managing Distributor Stocks to ensure correct stock balancing***
- ❖ Assessing Distributor Performances, and submitting report on distributor performances***
- ❖ Overseeing Distributor sales territories and Supervising Salesforce in executing Route-to-market activities***
- ❖ Ensuring effective trade executions and route profitability***
- ❖ Ensuring set targets on SKU's are achieved***
- ❖ Analyzing and assessing Sales Force effectiveness and key Performance Indexes***
- ❖ Submitting routine reports on sales force Key Performance Indexes***
- ❖ Submitting routine reports on all Route-to-market activities***
- ❖ Conducting meetings for Performance reviews with sales force***
- ❖ Coaching and Training of Sales Force on trade skills***
- ❖ Ensuring merchandising and visibility of all Coca-Cola SKU's in trade***
- ❖ Presentation of Sales Force Effectiveness and KPI's at periodic meetings with management.***
- ❖ Reporting to Commercial Manager***

Company: Ramani Distributions Ghana Ltd.

December 2016 – May 2019, Sales Representative

Responsibilities:

- ❖ Registration of wholesaler Accounts***
- ❖ Issuing Sales Orders for wholesaler accounts***
- ❖ Collecting cash and cheque payments***
- ❖ Ensuring correct payment balances on wholesaler accounts***

- ❖ *Monitoring and checking of wholesaler stock levels*
- ❖ *Warehouse Stock Checking*
- ❖ *Research on market activity reports, monitoring competitor prices and market activities.*
- ❖ *Reported to Branch Manager*

Company: Forewin Ghana Limited

August 2014-December 2016, Sales (Dairy Department)

Responsibilities:

- ❖ *Sales of Peak Milk brand to convenient retail outlets within regional markets (Greater Accra, Eastern, Volta and Central region)*
- ❖ *Monitored market trends, Forecast and provide sales activity reports within the specified regions.*
- ❖ *Monitored consumer prices of Peak Milk and competitor brands in various outlets*
- ❖ *Checked and ensured accurate stock taking of various SKU's*
- ❖ *Collaborated with external merchandising agencies to create visibility and enhance sales of the Peak milk brand within the regions*
- ❖ *Checked and monitored consumer prices of Peak Milk brand and competitor brands in various outlets in Accra*
- ❖ *Reported to the Head of Division*

Company: Forewin Ghana Limited

January 2013-August 2014, Sales (Consumer Department)

Responsibilities:

- ❖ *Managed the relationship between Forewin Ghana Limited and wholesalers in major market centers*
- ❖ *Responsible for Issuing Sales orders for all consumer brands (Johnson & Johnson, Colgate Palmolive and Kimberly Clark) to Major wholesalers*

- ❖ *Monitored and Ensured correct balances on the Accounts for the division*
- ❖ *Sales of consumer brands (Johnson & Johnson and Colgate Palmolive) to convenient retail outlets in Accra*
- ❖ *Ensured effective merchandising*
- ❖ *Checked and monitored consumer prices of Colgate in various outlets*
- ❖ *Lead a team of promoters in several sales activations*
- ❖ *Carried out periodic market surveys and provided information on market trends*
- ❖ *Reported to the Marketing & Planning manager and Operations Manager*

Ghana Tourist Board

October 2010 to August 2011. National Service

Responsibilities:

- ❖ *Researched on Tourism Development and Investment in Ghana*
- ❖ *Researched on beach life guard training program*
- ❖ *Mobilized revenue from tourist facilities*
- ❖ *Prepared weekly requisitions to acquire R materials for department*
- ❖ *Participated in organizing 2011 Kwahu paragliding festival*
- ❖ *Reported to Planning and Business Development Manager*

Internships:

Company: Vodafone Ghana Limited

September 2011 to December 2011. Sales Representative

- ❖ *Subscribed mobile network users to Vodafone through mobile number portability.*

Company: M&B International Dental Lab Ltd

June 2012 to November 2012, Administrative Assistant/ Personal Assistant to the Managing Director

- ❖ Assisted the operation and Accounting officers in all administrative tasks*

- ❖ Assisted the MD to carry out his daily work routines concerning M&B dental lab.*

- ❖ Conducted Administrative Duties*

Referees

Mr. Nelson Attipoe, Equatorial Coca-Cola Bottling Company (Route Sales Supervisor) – 0248323667

Mr. Nana Kwesi Brobbey, Forewin Ghana Ltd- (Brands Manager)- 0243188398.

Mr. Hamza Ztr, Ramani Distributions Ghana Ltd (Branch Manager) – 0556749767.

