RESUME

Okolie

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**CAREER OBJECTIVE:** To work in organization that provides an atmosphere for training, career growth and development, and to function as part of the team with pain staking efforts and invaluable contribution towards the realization of the organization’s stakeholder’s objectives.

**PERSONAL DATA:**

SEX: Male.

DATE OF BIRTH: 31st Oct, 1979.

MARITAL STATUS: Married.

NATIONALITY: Nigerian.

STATE OF ORIGIN: Delta.

L.G.A: Oshimili North.

RELIGION: Christianity.

HOBBIES: Reading, Games, Meeting People and Challenge.

LIKES/TURN ON: Peace, Unity, Love and Listening to words of God.

DISLIKES/TURN OFF: Trouble/Quarrel, Disappointment and Laziness.

**EDUCATION/QUALIFICATION OBTAINED: DATE/DURATION:**

Ebonyi State University, Abakaliki. (B.Sc {Hons} Biochemistry). 2001-2006

Standard Associated Examining Board (International G.C.E. A/L). July, 2002

Akwukwu Igbo Grammar School. (Senior Secondary School Certificate [NECO]). 1995-2001

**PROFESSIONAL MEMBERSHIP:**

Institute of Public Analysts of Nigeria ({IPAN} Trainee). 2011

Nigeria Institute of Management (Chartered). 2009

**TRAINING/CERTIFICATES OBTAINED:**

Borscon & Co. Human Capital Dev. {Professional Selling Skills & Product knowledge} 2013

Federal Road Safety Commission.2009

Nigerian Red Cross Society. 2008

**SUMMARY OF QUALIFICATION/EXPERIENCES:**

* Over 7 years experience of Pharmaceutical products/services (Joe white Pharmaceutical. Benin, Asaba, Ogwashi Ukwu).
* Very Creative and Goal oriented as it concern contemporary marketing.
* Flair/skillful in meeting and educating people rightly.
* A Portfolio Synergy to Companies/Organizations (Client Relation Executive/Business Developer).
* Processing and Confirmation that Products and Services meet with Approved Standard (QC/QA).

***MY GOAL: ‘Contributing to better quality of life for customers, building goodwill and increase the company’s market share’. I have never worked for money because working for money will never make you successful but putting your customers first into consideration with flair in your work makes you successful. ‘’Mc Danolds’’***

**WORK EXPERIENCES:**

* ***Barata pharma & Co Ltd (Business Development Executive)* 2015-2017**

27, Otishe Street, Off Awolowo Way,Ikeja, Lagos.

***Accomplishments:***

* Products ‘’development and management’’ across all Health Management Organizations/Associations.
* Reignite frustrated/abandon customers to the level of advocacy.
* Create a standing negotiating mechanism/formula in the Organization.
* Increases clientele base.
* Restructuring/Refurbishment of Company’s cruel system of sales management.
* Establishment of new distributors.
* Recovery of old and abandon debts for the Organization. E.g NNPC Hospital and others.
* 5 (five) years experience and still counting as Senior Medical Rep both in OTC and Ethical’s.

***Key Responsibilities:***

* Detailing and Sales of Company’s pharmaceutical Products
* Record keeping/updates with my clients (Feedback Mechanism)
* Products developments.
* Sales target oriented.
* ***Afrab Chem Ltd (Medical Representative)* 2013-2015**

*22, Abimbola Street, Industrial Estate, Isolo. Lagos State.*

***Accomplishments:***

* *Borscon & Co. Human Capital Dev. {Professional Selling Skills & Product knowledge} 5th Feb.* 2013
* Establishment/Partnership with Patent Medicine Dealers Association in my Territory 11th June. 2013
* Best and Award Winning Rep 2014 for Nil/Zero account in December. 28th Dec. 2014
* Establishment, Partnership and Sustenance of Institution(s) Sales.
* Increase company’s clientele base with proper database of Hospitals, Doctors, Pharmacies, Institutions and Patent Medicine Dealers Association Lagos State.
* Development of Slow Lines and New Products.

***Key Responsibilities:***

* Detailing and Sales of Products to Doctors (Hospitals), Pharmacists (Px outlets) and Medical Officers.
* Keeping updates with Doctors, Pharmacists and Medical Officers.
* Market Research/feedback Mechanism for rebranding of company’s product(s) when necessary.
* Preparation and presentation of proposals to companies.
* ***Immunotherapy Nigeria Ltd. marketer of ‘Immunocal’ (Medical Sales Rep.)* 2010-2013 (3years)**

*21, Dipo Awolesi Street, GRA Magodo.*

***Accomplishments:***

* Development of Immunocal throughout my working period.
* Opportunity to work around Lagos State Metropolis and beyond with proper database of Doctors, Hospitals and Pharmacy outlets.
* Establishment and Sustenance of Distributors in the Company.

***Key Responsibilities:***

* Marketing, Sales and Supply of Company’s Pharmaceutical Products/Services.
* Presentation of Talks and Seminars.
* Market Researching, this is used for further branding of products/services.
* Preparation and presentation of proposals to companies.
* Increase the company’s clientele base and keeping update with customers.
* ***Aiico Insurance Plc*. *(Marketer)*****2009 (6 Months)**

*Plot 2, Oba Akran Avenue opposite Dunlop, Ikeja.*

***Key Responsibilities:***

* Marketing of the company’s brands/services.
* Carry out market research which is used for further branding of products/services.
* Preparation and presentation of proposals to companies.
* Keeping update with customers.
* Increase the company’s clientele base.

* ***Imperial Microfinance Bank Ltd. (Marketing)* 2008-2009 (1 Year)**

*6, Idowu Taylor Street Victoria Island, Lagos. (NYSC).*

***Key Responsibilities:***

* Attend to customers’ needs and Marketing of company’s brands/services
* Carry out market research which is used for further branding of products/services.
* Record and documentations of customers’ reactions and complaints.
* Keeping update with customers and increase the company’s clientele base.
* Posting of tellers.
* ***Matel Food and Drinks Ltd. (Quality Control/Assurance)* 2006-2008 (2 Years)**

*11, Owuyemi Close off Falolu Street, Surulere Lagos.*

***Key Responsibilities:***

* Juices Processing.
* Juices experimentation (Life span/expiration date detection).
* Monitor and ensure the standard quality of products.
* Monitor/Ensure that raw materials meet with Production Standard.
* Dousing of Water.
* ***National Orthopedic Hospital Igbobi, Lagos. (Industrial Training)* 2005-2006 (3 Months)**

*120/124 Ikorodu Road, Igbobi. P.M.B 2009, Igbobi Lagos.*

* ***Matel Food and Drinks Ltd. (Industrial Training)* 2005 (3 Months)**

*11, Owuyemi Close off Falolu Street, Surulere Lagos*.

**STRENGHTS/SPECIAL SKILLS:**

* Ability to manage and carry people along.
* Good public relation with high esteem.
* Willingness to learn and adapt to change with unquestionable integrity.
* Proactive, self motivated and effective communication skills.
* Analytical in reasoning with excellent negotiating skills.
* Computer literate (Microsoft Excel, Power point, Microsoft Word, Microsoft Access and Internet Access).