**ASAOLU**

Dubai, U.A.E.

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**PERSONAL SUMMARY**

Experienced, goal-oriented, and highly motivated sales consultant with excellent marketing and business development skills having over five years of sales and marketing experience working in highly competitive industries and successfully identifying, developing and managing new business opportunities within these markets. Experienced in analyzing sales with a proven good record of achieving targets, generating more revenue as well as improving sales.

**EDUCATION**

Masters in Business Administration(MBA).

Lincoln University College, Malaysia.

2017.

Edith Cowan University, Australia. ECU Emirates Center.

National Security Institute Training.

2013.

B Sc. in Economics.

Adekunle Ajasin University, Akungba-akoko , Ondo-state, Nigeria, West-africa.

2008.

National Diploma in Business Administration.

Federal Polytechnic, Ilaro, Ogun-state, Nigeria, West-africa.

2004.

G.C.E O’level.

2002.

**CAREER HISTORY**

AL FALAH GROUPS (SUBSIDIARY: KNIGHTS-BRIDGE GLOBAL SECURITY COMPANY, DUBAI, UAE).

(SECURITY DEPARTMENT – SECURITY OFFICER). SEPT., 2013- PRESENT.

* Responsible for maintaining security in workplace.
* Giving instructions to maintenance and cleaning department on their assigned tasks.
* Preparing reports on the designated task.
* Preparing daily operations and security reports.
* Supervising the operational tasks ensuring the operations are going as planned without any delays.
* Developing strategies to improve the performance of every department in my location from time to time.
* Ensure the completion of tasks in time.

HAMIO LEASING AND REAL ESTATE COMPANY, NIGERIA.

(PROPERTY, SALES AND LEASING CONSULTANT). FEB., 2012 - JULY, 2013.

* Completing all necessary documentations associated with listing and selling properties including preparation and execution of sales agency agreements.
* Completing and keeping current compulsory checklists.
* Providing regular written and oral feedbackto vendors on market indicators and buyers’ interest.
* Conducting market appraisals for prospective vendors.
* Assisting the organization to gain a better market share by identifying, recommending and implementing improved selling and marketing strategies.
* Continually looking to identify further business opportunities through effective liaising with other related businesses and colleagues.
* Ensuring potential customers are provided with reliable and accurate advice regarding property movements and industry trends.
* Maintaining an understanding of both local and national real estate markets.
* Achieving individual targets as set by the managements.

AIRTEL – SPANCO BPO, NIGERIA.

(CUSTOMER SERVICE REPRESENTATIVE). DEC., 2011 – JAN., 2012.

* Resolving customer queries via phone and face-to-face contact.
* Placing out-bound calls.
* Handling in-bound calls.
* Handling after call works and data entry.
* Building customers interest in the services and products offered by the company.
* Providing personalized customer service of the highest level.

VISAFONE COMMUNICATIONS, NIGERIA.

(DIRECT SALES EXECUTIVE – DSE SUPERVISOR). FEB., 2010 - OCT., 2011.

* Maintain and develop good relationship with customers through personal contact or meeting or via telephone.
* Act as a bridge between the company and its current market and future markets.
* Display efficiency in gathering market and customer information to enable negotiations regarding variations in prices, delivery and customers specifications to their managers.
* Help management in forth-coming products and discuss on special promotions.
* Review their own performances and aim at exceeding their targets.
* Record sales and order information and report the same to the sales department.
* Sending daily reports for evaluation.
* Developing of new marketing strategies for the company’s products.
* Provide accurate feedback on future buying trends to their respective employers.

UNION ASSURANCE COMPANY, NIGERIA.

(MARKETER / BUSINESS DEVELOPMENT OFFICER). APRIL, 2009.

* Marketing new clients.
* Documentation.
* Portfolio management.
* Relationship management.

**KEY COMPETENCE AND SKILLS**

* Sales Analysis and Competitive Analysis.
* Business development, Planning and Fore-casting.
* Accounting analysis – Profit and loss account, Sales and Purchasing ledger, Income and expenditure account, balance sheet.
* Result-oriented and target-driven.
* Team-player and motivator (team-spirit).
* Creative and Innovative.
* Impeccable character and integrity.
* Excellent verbal and writing skills.
* Excellent operational, technical and business knowledge.
* Ability to work with little or no supervision.
* Computer Skills: Microsoft suite (MS word, Excel, Power Point), Corel draw.

**INTERESTS**

Reading, Attending business seminars, Site-seeing and Travelling.

**REFERENCES**

Available on request.

**D.O.B:** October 13, 1984.

LANG**UAGES:** English(fluently), Arabic and French(fast-learner).

**NATIONALITY:** Nigerian.

**MARITAL STATUS:** Married.

**SEX:**Male.

**NO. OF YEARS IN U.A.E:**4years.