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| **Gulfjobseeker.com CV No:** **12996****Mobile +**971505905010 / +971504753686To get contact details of this candidatesSubmit request through Feedback Link<http://www.gulfjobseeker.com/feedback/submit_fb.php> |  |
| ***Profile Synopsis*** |
| Strategic thinker with 6+ years of demonstrable and successful background in Sales - Business Development. Track record in achieving aggressive sales targets, developing effective business plans, exploring new business opportunities, broadening up client network and managing exceptional key account relations that brought productivity and business optimization. Highly-driven with keen sense to identify marketing opportunities and courage to take advantage of such opportunities combined with persuasive, diplomatic, social and interpersonal skills to win market dealers and client support.  |
| **Strengths** |
| * BSc Qualified & Prince 2 Certified
 | * Proven in Business Development
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| * Profit Maximization & Revenue Achievement
 | * Versed in B2B Customer Interface Environment
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| * Excellent Negotiation & Presentation Skills
 | * Consultative Selling & Strategic Planning
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| * High Level of Responsibility – Team Leadership
 | * Channel Management & Creative Telesales Skills
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| **BD21315_*****Key Qualification*** |
| **BSc in Business Administration** University of ilorin Kwara,Nigeria **PDG in Business Administration** | **2006** |
| **Ladoke Akintola University of Technology**Nigeria | **2010** |

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| **BD21315_** |
| ***Achievements*** |
| * Maintained strong B2B customer relationship with Office Depot’s existing corporate clients including the delinquent customers by renegotiating a new supplier contracts worth $2,500 as revenue monthly.
* Developed new business relationship through the listing of over 8 new companies that later became one of Emirate flight catering top corporate customers (e.g. Barakat, etihad catering, United Safety Intl., Dubai, UAE, etc.)
* Part of the team that rendered wealth management advisory services to High Net worth Individuals (HNIs) clients through consultative selling and customized financial solutions that helped to increase the GSMB HNI clients’ base by 3% as well as customer satisfaction.
* Recognized as "#1 Customer Service Rep" (out of 16 reps in my division) in September 2008 (GSMB). Ranking was based on accuracy, customer service, duration of calls and availability.
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| **BD21315_*****Career Snapshot*** |
|  **Sales Associate – B2B (food and benverages in General Service)**  | **Jan 2013 – Present**  |
| Office Depot – Emirate Flight Catering Dubai, UAE |  |
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| **Project Coordinator (Bancassurance Implementation Project )**  | **Jul 2006 – Sep 2011** |
| Gs Microfinance bank Lagos, Nigeria  |  |
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| **BD21315_*****Areas of Expertise*** |
| **Business Development**  |
| * Define, set and impose market strategy and enterprise growth opportunities.
* Search and develop new business from market and set up solutions that meet client needs. Use second-to-none customer service approach in achieving sales targets and increasing customers’ satisfaction.
* Direct business development initiatives to generate new business and achieve financial results; explore potential markets and develop business relationships.
* Secure business opportunities by targeting niche market while employing strategic business development and marketing expertise to identity market needs.
* Drive category sales performance in line with expected margins, budgets, value chain, key accounts activities and new product development. Manage departmental costs within agreed budgets.
* Carry out consultative sales, manage price negotiations and sales expectations to achieve business goals.
* Be an active participant in any trade shows, exhibitions, offers or product launches to promote company products, simplify penetration of market and increase market share.
* Manage new product launches, promotional campaign planning and product management to increase revenue, and improve brand visibility and availability of product in the market.
* Represent the company in contract negotiation, finalization and signing.
* Negotiate business dealings with local/international clientele besides strengthening client support service.
* Build long term relationships with major industry players to build mindshare and drive sales activity.
* Stay abreast with competitor activities, new product launches, prevailing market trends and issues; analyze its impact towards the business in long run and devise strategies to counter any possible threat.
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| **Key Accounts Management** |
| * Assume full responsibility of business communication and interaction with spectrum of clients.
* Identify, establish, and maintain business relationships with customer’s decision makers and managers that influence the selection of the company’s products.
* Direct corporate partnership maximizing potential income to achieve revenue targets.
* Arrange client meetings for promoting business; create awareness for products through business channels.
* Create and execute business plan focused on demand creation and account development. Come up with a strategy to manage account and set account management objectives.
* Establish, develop and maintain strong professional relationships with current and future clients; display high quality, prompt and professional service to achieve client satisfaction, repeat and referral business.
* Maintain continuous client communication; promptly disseminate new information related with products-service, coordinate co-selling activities, exchange information, and resolve issues to ensure quality service.
* Apply basic concepts, practices and procedures of handling complaints while meeting quality standards.
* Keep records of customer transactions. Document details of inquiries, complains and actions taken.
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| **Project Management Support** |
| * Coordinate activities and resources in support of all kinds of projects.
* Develop and maintain detailed Project Plan which includes administrative tasks, timelines and manpower utilizing remarkable skills in prioritizing tasks as well as dealing with tight deadlines.
* Track project changes and produce updated project schedule as agreed with various departments.
* Liaise with colleagues to discuss project specifications and procedures as well as exchange project information, discuss changes and resolve outstanding issues.
* Analyze technology, resource needs, and market demand, to plan and assess feasibility of projects.
* Perform administrative functions such as reviewing and writing reports, approving expenditures, enforcing rules, and making decisions about the purchase of materials or services.
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| **BD21315_*****Proven Job Role*** |
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| **Cont’d…** |
| **Sales Partner (Barakat Fruit)** |
| * Entrusted with stringent responsibility of account management, account planning and sale forecasting in order to achieve set sales goals and target.
* Instrumental in devising and selling of customized strategic sales solutions along with decision makers.
* Demonstrated affirmative client relationship and ensure premium service is delivered to key accounts by determining and fulfilling needs.
* Direct lead generation, fixing business appointments and closure of prospects within business territory.
* Show great enthusiasm in effective time management approach as it relates to work schedules, resumption to work, personal B2B company visits and the coordination of deliveries to clients as barakat truitd,demonte,fit fruit,kaleed fooder.
* Seek to fully understand the customers’ needs and provide customers with the best solution in close coordination with line manager or concerned departments/division.
* Prepared reports to forecast the effect of market trends and competitive factors on the marketability of consumable products and services.
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| **Senior Relationship Officer (Retail Banking – Loans, Credit Cards & Mortgage)**  |
| * Conducted daily outside sales calls to potential businesses/customers, offering different bouquet of Bank products and services that can help to meet individual customers’ needs and increase customer’s (New to Bank) acquisition drive.
* Carried out adequate follow ups with existing customers through a friendly approach, good knowledge of the Bank’s products in order to cross sell where necessary and minimize customer attrition rates.
* Effectively track sales performance and improve lead generation activities in order to achieve set KPIs.
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| **Sales / Customer Services Consultant (Wealth Management)** |
| * Conducted Wealth Management advisory services to High Net Worth Individuals (HNIs) customers through the cross-selling of need based financial product portfolios that meets KPIs.
* Identified customer needs and developed the financial solutions such as investment, loans, life insurance, etc. that will enable the bank gain customers commitments and satisfactions through business presentations and marketing events.
* Monitored and maintained account relationships to ensure the integration of new business, prospects, leads and business pipelines to meet the overall business objectives.
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| **BD21315_*****Other Educational Attainment*** |
| **HIGH FIELD IN FOOD AND COMPLAINT (UNITED KINDOM)** Food and safety proffesional,Dubai | **2013** |
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| **BD21315_*****Personal Details*** |
| Nationality: Nigerian Date of Birth: 15 June 1983 Marital Status: SingleLanguages: English MS Office Suite (Word, Excel, PowerPoint, Project), E-mail & Internet Applications |