**FEYISAYO OGUNSANYA**

**CAREER OBJECTIVE**

To obtain a challenging position in an organization that supports candor, offers me the opportunity to develop new skills and contribute immensely to the continued success of the organization.

**EDUCATION**

Bachelor’s Degree, Accounting (2010)

Lead City University, Ibadan Nigeria

**PERSONAL DETAILS**

Nationality: Nigerian

Date of Birth: 20 April, 1991

Marital Status: Single

Language: English

**EXPERIENCE**

***Sales and Marketing Executive,*** 2013-2016

Swift Group of Comapanies, Lagos Nigeria

Main Responsibilities:

* Present and sell company services to current and potential clients.
* Prepare and execute appropriate strategic plans to bring in more business.
* Follow up on new leads and referrals resulting from field activity; make cold calls to prospective clients informing them about new services.
* Prepare presentations, proposals and sales contracts.
* Establish and maintain current client and potential client relationships.
* Conduct market research to identify trends and manage sales activities accordingly
* Identify and resolve client concerns.
* Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.

Key Achievements:

* Developed strategic and operational sales plans which resulted in 30% increase in overall sales and gross margin.
* Identified target markets and established successful plans to develop them thereby generating additional revenue.
* Reactivated several inactive accounts and increased my client base by 30% year-on-year.
* Participated in an aggressive team sales campaign by gathering market trends which resulted in increased in market share and the company exceeding its annual sales targets by 25%.

***Customer Service Officer,*** 2011-2013

Skye Bank Plc, Abeokuta Nigeria

* Resolve service problems by clarifying the customer's complaints.
* Attract potential customers by answering service questions; suggesting information about other services.
* Assist in sales by attempting to sell service upgrades after addressing customers’ inquiries.
* Recommend potential services to management by collecting customer information and analyzing customer needs.

**PERSONAL ATTRIBUTES**

* Professional competence
* Excellent communication and interpersonal skills.
* Resourceful - ability to quickly make decisions
* Ability to ensure salesmanship and generate a good image for the organization
* Good time management skills and a strong team player

**SKILLS**

Proficient with Microsoft Office applications

**Job Seeker First Name / CV No: 1838640**

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