**Adedotun **

**Inventory Management, Sales and Marketing Experience**

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# PROFILE

* Mr Adeyemi is a result-oriented Professional with over 5 years of experience in Business Development, Inventory Management, Sales and Marketing, Public Dealer Management, Market Analysis and Customer relationship management. He has managed account with exceptional relationship-building skills and won top sales through promotion of tailored product solutions in business to business (B2B) environment. He is proficient in the use of computer ( Microsoft Office and Excel)

He is an expert in exploring & developing new markets through appointing channel partners, business development, brand promotion, new product launch, thereby accelerating growth & achieving desired sales

**OBJECTIVE**

To apply over 5 years of Inventory, Sales & Marketing experience combined with proven I.T. expertise in building a systematic and successful sales operation for Dubai Big Stores, Inc.

# EDUCATION

**University of Lagos, Lagos Nigeria**

Masters of Science in Systems Engineering

**Ladoke Akintola University of Technology, Nigeria**

Bachelor of Technology in Electrical & Electronics Engineering

**CERTIFICATION**

 **Project Management Institute USA**

 Project Management Professional (PMP)

 **International English Language Testing System (IELTS)**

 Professional English Test Band 7

# LANGUAGE

**English –** Excellent reading, writing and speaking (IELTS band 7)

# SPECIALIZED SKILLS

* Inventory Management
* Sales and Marketing
* Customers, Client Relationship Management
* New Customer Acquisitions
* Continuous Process Improvement

# PROFESSIONAL EXPERIENCE

**Energy Sales Supervisor**, (March 2018 – December 2018)

 *leading Power Distribution Company in Nigeria*

Role Details

Sales improvement and energy accountability

Key Achievements

* Achieved the sales targets and Energy Accountability consistently since March 2018; always met or exceeded sales quotas, which, like account volume, progressively increased to 50% as a result of assuming the position
* Developed and implemented relationship strategies to maximize chances of profitably securing strategically important new business
* Expanded channel business by sourcing new partners and maintained efficient business relationships with existing partners to enhance profitability of business operations by 40%
* Coordinated the advanced metering activities to reduce the Aggregate Energy Loss from 34.7% to 17.5%
* Designed payment methods and channels that are easy and flexible which resulted into overall sales improvement

**Assistant Officer**, Masters Energy Oil & Gas Limited (August 2012 – February 2018)

*Masters Energy is an Oil distribution company with the largest storage facility in Sub- Sahara Africa (158,000MT)*

Role Details

 Assisting Inventory coordination and sales control.

Responsibilities

* Analysis of sales and inventory data
* Planning, executing, monitoring and control of stock release and transfer from the major warehouse to the subsidiary warehouse.
* Daily collection of data from the team members for analysis and management decision making.
* Weekly and monthly stock audit and sales reconciliation
* Training of new members of the department for proper job execution and improvement
* Approving and Documenting necessary documents as regards sales and credit approvals
* Coordinating of team members’ effort to maximize inventory and sales output and aligning them with the organizational goals and objectives.
* Weekly reporting on the team’s operational activities and exceptional report.
* Tracking of assigned projects assigned to the team members using project management skills and assigning time limits to deliverables.
* Ensuring proper housekeeping of all Masters Energy warehouse.
* Maintaining the minimum inventory level and ordering when appropriate.
* Developing and ensuring implementation of sales and marketing strategies.

Key Achievements

* Maintained, developed & retained existing and new customers through appropriate propositions and sales methods for completing sales objectives
* Defined product / channel marketing strategy, including development of channel marketing activities in accordance with the overall business goals and objectives
* Planned, executed, monitored and controlled stock release and transfer from the major warehouse to the subsidiary warehouse and outside market using appropriate stock release methods ( FIFO, LIFO etc)

# OTHER INTERESTS

 Reading, business technology, music and meeting people

