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| **MICHAEL** |  |

**Professional summary:**

**Areas of Expertise**

* Sales & marketing (Primary and secondary sales)
* Business development
* Clients relationship management
* Sound product and market knowledge
* Financial reporting

**Work history**

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| 01/2016 － 12/2019 | Sales and Marketing Executive  Chi Limited－ Kano Nigeria   * Create awareness to the public about company’s products through sampling. * Identify and expand coverage areas for the sales TEAM. * Sales of company’s products through sampling. * Facilitate visibility of the company’s brand across all channels. * Assist in breaking grounds for the sales team especially when there is new product lunch. * Plan event with clients and customers * Market intelligence reporting. * Deployment of (POSm) across channels and coverage areas. * Weekly reporting of activation activities. |

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| --- | --- |
| 03/2013－ 05/2016 | Field Supervisor  Guinness Bottling Nigeria－ Bauchi State Nigeria   * Managed workover and completions engineering assignments and operator's completion plan. * Planned and scheduled field activities according to set timelines and order of operations. * Investigated issues and developed effective solutions. * Kept teams on task and completing milestones on time. * Supported engineering teams on completion designs, work over and production facility modifications. * Met with customers to resolve issues and build productive. |

**Skills**

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| * Attention to detail * Strong verbal communication * Fluent in English * Microsoft Office * Team management | * Self-motivated * Team player * Bookkeeping * Data management * Team leadership |

**Education**

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| 2016 | Higher National Diploma: Electrical Electronic Engineering Technology.  The Federal Polytechnic Bauchi, Bauchi State. － Bauchi State |

**Accomplishments**

* Achieved sales target
* Reported to Regional Sales Manager
* Maintained existing outlets and opened new outlets
* Evaluated competitive developments
* Prepared daily, monthly and yearly sales reports

**Major Achievements**

* Surpassed sales target by 41%

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**TRAVELLING, Reading and RESEARCHING.**

Traveling is a very crucial part of life as it is the best way to get out of the busy schedule. It is also to experience life in different ways. Traveling is actually a good remedy for stress, anxiety and depression. It also improves the mental and physical health, while we get connected when reading, it’s the only way information can be passed from generation to generation, and I do a lot of researching so as to expose me to new things, to help solve problems.

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Reference : Mr. Anup P Bhatia, HR Consultant, Gulfjobseeker.com 0504753686