

SAMSON DAVID BOLA

Address: Input here,
City,
State.

Phone Number: input Here

Email: input here

PROFESSIONAL SUMMARY

Highly Skilled and top-performing Sales Manager Leverage X years' achievement credited with combining sales, marketing, and business development expertise to deliver substantial revenue growth in highly competitive business markets. Expertise in market plan execution, sustaining business relationship, strategy implementation and tactfully closing new accounts; competent in consultative selling and ability to build and maintain relationships. Possess interpersonal, communication, negotiation, and management skills with exceptional proficiency in directing all aspects of top and bottom line tasks. A corporate decision maker functions with brands and multinational organizations.

SKILLS & COMPETENCE

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- High-Level Sales Proficiency
 - Strategic Planning/ Analysis
 - Category Prospecting
 - Team Leadership
 - Training & Management Consulting
 - New Business Development
 - Presentation Skills
 - Customer Service
 - Excellent Communication
 - Account Management
 - Relationship Building
 - Budget Management

PROFESSIONAL EXPERIENCE

COMPANY NAME (YEAR –PRESENT)

AREA SALES MANAGER

JOB DESCRIPTION

Ensured Distributors comply with company price list. Ensured distributors and wholesalers incentives were paid without issues
Ensured uniform trade price
Ensured Sales team did not over sell or undersell.

Accomplishments

Increased wholesalers from three to seventeen; managed (4) distributors in Ibadan and one in Ado- Ekiti and one in Oshogbo; enlist wholesalers within Ibadan and Ondo State-Akure.

Contribute 42% regional budget and about 25% to national.

MANAGED AN EIGHT MAN SALES TEAM.

DESIGNED AND IMPLEMENTED A PROMO IN MY AREA, LATER ADOPTED NATIONALLY FOR ITS UNPRECEDENTED SUCCESS BOOSTING SALES TO OVER 100%

EDUCATION

MNIM, Member, Nigerian Institute of Management (Chartered), 2015

Diploma in Computer Studies, Samadco Computer Institute Jos, Plateau, State, 2001

B.Sc., Biochemistry, Lagos State University, Ojo, Lagos State, 1999

TRAININGS& LEADERSHIP ACTIVITY

Basic Leadership Course, Daystar Leadership Academy, 2012

Advance Selling Skills, Impact Training & Management Consulting, 2009

Strategies for Finding & Winning New Business Course, Impact Training & Management Consulting, 2008

Voluntary Counseling & Testing (VCT) Training, NACA, 2005

CLO, NYSC, Jos East, Plateau State, 2001

PERSONAL DETAILS

Date of Birth: March 22ND, 197X • **Sex:** Male • **Nationality:** Nigerian