

ABIOLA SOLOMON AKIN

ADDRESS: 99 Ade street, Ogudu, Lagos.. E-MAIL: ixxxxxxxx@gmail.com TEL NO.: 0806359xxxxx.

DATE OF BIRTH: 5 May 19xx. NATIONALITY: Nigerian

LANGUAGES: English (Fluent); Igbo (Fluent); Yoruba (Intermediate)

PROFILE

I am a dynamic Sales executive with about five years of practical and diverse experience providing logistics, marketing, sales, customer service and office administrative support, with proven ability to generate sales and revenue. An analytical and creative thinker, and a team player. I am highly attentive to details, and also ardently passionate about providing business support with strong skills in collaboration, interpersonal relationship, communication (written and oral), research, report writing and presentation, negotiation and persuasion, sales, customer service and relationship, and problem resolution.

ACADEMIC DEGREES

University of Lagos

Professional Masters in Business Administration (MBA)

- Thesis in Operations and Production Management

Lagos, Nigeria

January, 2016 – 2018

University of Nigeria

BSc Microbiology

- Second Class Upper Honors.
- Distinction in BSc Project work and seminar.
- Class treasurer for two consecutive years (2008 – 2010)

Nsukka, Nigeria

November, 2006 – 2010

PROFESSIONAL EXPERIENCE

United Parcel Services (UPS)

Sales Executive

- Find prospects and leads
- Learn details about our products and services
- Understand all the prospects needs, problems or wants
- Explain how our solutions align with their pain points
- Meet with potential clients and act as their consultant
- Up-sell when appropriate
- Follow up with hot
- Identify buyer persona profiles
- Recruit, hire and train new sales representatives
- Investigate leads and find out about them as much as possible before contacting
- Consult with sales and marketing team to ensure the efficiency
- Identify most important sales KPIs
- Track and monitor your work
- Prepare and present reports when needed
- Attend sales educational events and seminars
- Stay up to date with the latest sales trends and best practices
- Report to management team
- Any other duties assigned.

Lagos, Nigeria

Mar, 2015 – Present

Aiico Insurance Plc

Sales Executive

- Generated business leads, and pitched company's services to prospective clients.
- Prospected for new clients through calls, referrals and networking, and sold companies' policies to them.
- Developed and maintained rapport with new and existing clients in order to achieve sales targets.

Lagos, Nigeria

August, 2012 – Jan., 2015

- Researched the market to identify potential target customers and new businesses, following up on new business opportunities, arranging meetings, preparing and making presentations.
- Followed up on clients' enquiries and giving swift feedback.
- Opened and managed clients' accounts.
- Leadership: lead and assisted sub-unit sales teams, followed up on team members to ensure timely and excellent completion of assigned tasks, reviewed work done, provided coaching and assistance, gave timely feedback and generally ensured high team morale.
- Wrote reports.
- Worked to weekly and monthly sales target and reported to unit manager.

National Youth Service Corps (NYSC) – Cadbury Nigeria Plc.

Lagos, Nigeria

Quality Packaging Officer

July, 2011 – July, 2012

- Worked with the quality packaging assurance team to inspect, analyze and monitor supplied, stored and production floor packaging materials to ensure compliance with company's specification.
- Detailed reporting to the quality assurance manager.

TRAININGS AND CERTIFICATIONS

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| • Certified Inside Sales Professional (CISP) | Dec 2016 |
| • Certified Professional Sales Person (CPSP) | June 2016 – Dec 2016 |
| • Certified Sales Leadership Professional (CSLP) | Jan 2012 – June 2016 |

LEADERSHIP AWARDS AND RECOGNITION

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| • First prize winner UPS ISMEA district 'Shark Tank Challenge | Nov/Dec 2018 |
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COMPUTER SKILLS

- Proficient in Microsoft Office (Excel, Word, PowerPoint, and Outlook), internet and email tools.

HOBBIES

- Teaching, Researching, Content development and writing, and Developing ideas for SMEs start-ups.