

# AKINFENWA OLUSHOLA AKINPELU



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Egbeda, Lagos.

## PROFILE

Motivated and detail-oriented professional seeking a management position and opportunity to apply advanced knowledge of sales, customer service and experience with team-building and staff development. Actively seeking a role in an organization that is passionate about value, keen on development and proactive on sustained growth.

## EDUCATION

### HND Local Government and Development Studies

*The Polytechnic, Ibadan*

2018

### Senior School Certification Examination

*Atorise Comprehensive College*

2011

## SKILLS

- B2C Sales
- Adaptability
- Conflict Resolution
- Clear Communication Skills
- Time Management Skills
- Relationship Management

## CORE COMPETENCIES

- Prospecting
- Product Knowledge
- Customer Service
- Problem Solving
- Negotiating Skills
- Emotional Intelligence

## PROFESSIONAL SKILLS

- Written and verbal communication skills with excellent presentation skills.
- Creative and collaborative team player
- Fast learner with the ability to learn new concepts & ideas quickly.

## REFERENCES

Available on Reference

## PROFESSIONAL EXPERIENCE

### Sales Representative

*Coca-Cola Hellenic Bottling Company*

2022 – present

- Achieved and met sales targets by 100%
- Increased margins and generated revenue by sharing promotional materials.
- Maintained customer relationships that aided client retention.
- Facilitates the coordination of all logistic processes in order to meet client delivery slots.

### Consultant

*Divine State Agency*

2014 – present

- Maintained an extensive database of all properties for sale
- Assisted clients to make solid property purchasing decisions.
- Consulted with clients to identify their performance & financial concerns.
- Provided strategic insight into operational bottlenecks and resolving them.

### Customer Service Representative

*Ace Supermarket, Anifalaje Akobo*

2015 – 2017

- Supervises all the department in the store/mall.
- Also served as a Logistics and transport Manager.

### Teacher

*Government Day Secondary School Kofar Rini, Sokoto*

2019 – 2020

- Provided administrative support to management
- Organized debates, spelling bees and other inter-class competitions.
- Collaborated with colleagues in preparing students for external events and school inter-school competitions
- Developed and issued educational content including notes, tests and assignments.

## INTERESTS

- Reading
- Client Relations
- Sports
- Audiophile
- Networking
- Technological Innovation