

ADEAGBO, AYODEJI STEPHEN

3,Adeagbo close, ashi, ibadan.

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OBJECTIVE AND PERSONAL SUMMARY

To be a distinguished, an outstanding and an effective team player in every area I explore. I am a creative and inventive thinker, who craves a challenge and who is not afraid to work outside his comfort zone.

BIO-DATA

Sex: Male
Nationality: Nigeria
Date of birth: 26th Aug., 1985

EDUCATION

- Ladoke Akintola University, Ogbomosho (2012)
Postgraduate Diploma in Management
- Olabisi Onabanjo University Ago Iwoye. (2004 - 2008)
Bachelor of Science (Mathematics)
- Methodist Grammar School, Bodija, Ibadan. (1994 – 2000)
Secondary School Leaving Certificate

WORK HISTORY

Area Sales Manager(sales) Oda Foods Distribution (2019 Till date)

Relationship Officer (Sales and Marketing) Dangote Flour Mills (2014-2018)

- Developing and creating market opportunities for company's product, generating new business both in face to face meetings and via phone calls.
- Monitor competitors activities and generate reports on existing trends in the industry
- Increasing product awareness through modern and traditional marketing tools
- Develop business proposals for existing and new customers.
- Creating retail channel for wholesalers, wholesale channels for distributors
- Responds to queries and complaints from clients as regards company's product.
- Develop innovative strategies for retaining clients by undertaking interviews in order to get feedback.
- Analyze current and past expense budgets, sales, revenue and growth potential.
- Product activation, visibility generation, and increasing primary and secondary sales.
- Supervise Sales executives to meet sales target and organizational goals
- Achieved wholesale 22% , sales target 120%, product visibility 85%

Business Executive (Sales and Marketing) Tequila Nig Ltd Focusing on Unilever Nig Plc Brands (2016 2017)

- Developing and creating market opportunities for the company's product, generating new business both in face to face meetings and via phone calls.
- Increasing product awareness through modern and traditional marketing tools
- Develop business proposals for existing and new customers.
- Responds to queries and complaints from clients as regards company's product.
- Develop innovative strategies for retaining clients by undertaking interviews in order to get feedback.
- Supervise direct sales representatives to meet primary and secondary sales target.
- Design a distribution strategy for Unilever products and review route issues and market availability.
- Support and monitor implementation of activation and visibility initiatives in the market.

Data Officer (NYSC-Internship) | Ministry of Youth and Sports, Abakaliki, Ebonyi State (2009-2010)

- Creating and revising systems and procedures by analyzing operating practices, record keeping system, forms control, office layout and budgetary and personnel requirements.

Implementing changes.

CORPORATE SKILLS AND COMPETENCIES

- Good team player
- Ability to work in deadline driven environment
- Identifying specific needs of customers, then creating bespoke solutions for them
- Can quickly collate and prioritize data from different sources
- Ability to react quickly to emergency situation or new customer requirements
- Operates computers effectively and applications (MS Office, Outlook)
- Good communication, interpersonal and writing skills
- Networking skills
- Business modeling and market development

PERSONAL SKILLS

I am conscientious, goal driven, analytical, detailed, creative, diligent, disciplined, sociable and resilient

INTEREST

- Reading, Teaching, Writing, Computing, Researching, sports and travelling

TRAININGS

- Persuasive selling by Kantar Retail SA
- Roles of a sales Representative by Kantar Retail SA

REFEREE

- To be presented on request
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