



## CAREER PROFILE

An experienced Sales Manager, Marketer and Communications Officer with a demonstrated history of working in Pharmaceuticals, FMCG, Media, and Communications. I am very adaptive, result-driven and an excellent team player. Presently seeking a challenging role in a performance-driven organization where my initiative, insight, experience, education and capability can be effectively utilized in the overall business interest.



## Education

- **Software development (in view)**
- **Digital Marketing (2021)**  
Google Digital Skills for Africa.
- **Masters of Science in Economics (2017)**  
University of Lagos.
- **BSc Economics**  
Osun state University.



## Experience

**MARKETING AND SALES MANAGER, SOUTHWEST NIGERIA AND WEST AFRICA**  
**JULY 2020 – PRESENT**

**Jubilee Syringe Manufacturing Company.**

- Developing marketing and sales strategy to enhance performance in **South-West Nigeria and West Africa**, by staying abreast of changes in the marketing and pharmaceutical environment, to best serve the objectives of the organization and adjust plans accordingly.
- Creating a good customer base, manage customer relations, facilitate business managers/sales managers to organize various business meets/ seminars.
- Managing the day-to-day operations in the company sales region, providing guidance, encouraging teamwork and facilitating related efficient work processes in order to achieve high performance standards.
- Assisting management in hiring and training new team members.
- Developing commercial proposals to guarantee product gross margins meet business needs.

- Liaising with various department (production, maintenance, quality control, logistics, finance) in the organisation, to effectively achieve the firm's objectives and targets.
- Researching and developing pricing policies and incentive policies in a national level

#### **KEY ACCOUNT MANAGER**

**AUG 2016- JUNE 2020**

##### **Worldwide healthcare.**

- Walking clients through the results of our clinical trials to further encourage sales.
- Monitor and analyze data and market conditions to identify competitive advantage.
- Delivering a high level of service to customers ensuring any adverse effect is well documented and reported.
- Identifying and assessing customer's needs to achieve satisfaction.
- Developing a sales and collection plan for assigned territory.
- In-depth understanding of Roche, Merck, and Aspen Portfolios.
- Providing customer inputs in key innovation programs.
- Attending training workshops and congresses to remain up to date with standards and developments in the industry.
- Developing new and strong relationships at all levels of customer organisation.
- Effectively liaising with every channel [medical team, wholesale team and institution team], to ensure the company goals and objectives are properly aligned.
- Built sustainable relationships and trust with customers through open and interactive communication thereby facilitating a growing customer base.

#### **SALES MANAGER**

**JAN 2014– OCT 2015**

##### **Tequila company, Lagos (IN CONJUNCTION WITH FMCL)**

- Assist management with hiring processes and new team member training.
- Communicating deadlines and sales goals to team members.
- Developing strategy that promotes team member adherence to company regulations and performance goals.
- Generating and sharing comprehensive and detailed reports about my team performance, mission-related objectives and deadlines.
- Supervising and ensuring that daily targets are met and surpassed.
- Computing monthly, weekly and daily reports, in the process track the team strengths and weakness.
- Providing quality customer service including interacting with customers, answering customer enquiries, and effectively handling customer complaint.

- Presentation of monthly reports with POWER POINT.
- Realizing and surpassing daily and monthly targets.
- Coordinating, to ensure a smooth work environment.
- Prepare reports on expenses, office budgets and other expenses to improve financial efficiency within my team.

#### **COMMUNICATIONS AND PR OFFICER**

**JAN2013-NOV2013**

Solid 100.9Fm, Enugu.

- Sports Presenting.
- News Editor.
- Presenting and interviewing special guests.
- Research topics and background information for items to be featured in the program.
- Liaise with other members of the production and technical teams.
- Interview guests in the studio, by telephone or on location.
- Introducing and hosting programmes.

#### **TEACHER**

**NOV2012-OCT2013**

**Government Technical College, Enugu City.**

- Supervise classes to ensure all students are learning in a safe and productive environment.
- Deliver personalized instruction to each student by encouraging interactive learning.
- Develop and issue educational content including notes, tests, and assignments.
- Ensure the classroom is clean and orderly.
- Allocate and grade homework, assignments and tests.



### **CORE COMPETENCIES**

- Strategic Prospecting skills
- Sales and Marketing
- Project Management
- Time management
- Buyers-Seller Agreement
- Team leadership/management
- Conflict Management
- Digital Marketing

### **SKILLS**

- Prospecting.
- Business Acumen.
- Excellent communication skills.
- Creative, innovative and a forward thinker.
- Excellent interpersonal and presentations skills.
- Conflict management skills.
- Target driven and result oriented.

- Versatile and creative problem solver.



## REFERENCES

- Available on request