

GABRIEL COLLINS ZEGAR

12 Albert Adekoya Residence Ifako, Gbagada, Lagos
gabriel@zegar.com.ng + (234) 706 772 2895

Competitive, outgoing and result oriented with a progressive four years of professionalism and experience of harnessing incredible leadership and sales skill to foster remarkable growth in teams, promoting employee management, customer relation, transparency, loyalty, and morale.

I possess a huge range of abilities that include excellent interpersonal skills, strong influencing skills, spearheading projects alongside a proven record of contributing to the profitability of previous employers by generating income and revenue growth.

On a personal level, I am an exuberant learner and an excellent team player with an emphatic character. I've built lasting professional relationships with major business owners and individuals who patronize FMCG's, i also have a proper understanding of the market, generating leads and sales from point 0 to a 80. I look forward to provide tangible value to organizations and individuals while exploring new challenges and learning.

CORE & TECHNICAL SKILLS

- Project Management
- Project Planning & Scheduling
- Project Budgeting & Costing
- Project Monitoring & Evaluation
- Business Management
- Stakeholder Management
- Risk Assessment & Mitigation
- Scope Management
- Inventory Management
- Negotiation / Influencing
- Contract Management
- Resource Management
- Customer Engagement
- Document/Contract Review
- Data Analysis
- Conflict Resolution
- Team Leadership
- Communication Skills
- Strategic Problem solving
- Team Collaboration
- Time Management
- MS Products / MS Projects
- Web Designing and Dev
- Base Camp / SharePoint

PROFESSIONAL EXPERIENCE

SALES AND MARKETING MANAGER | AT and C FARMS LIMITED. ABUJA (DEC. 2019 – TILL DATE)

Key Responsibilities and Achievements:

- Supervise and manage the national sales team.
- Draft daily, weekly, monthly and annual sales plans, reports, projections and analysis using Excel
- Motivating and advising Sales reps, merchandisers on key areas to improve their performance.
- Generate new lead sources and develop techniques to expand target customer base.
- Assign sales quotas, targets and goals.
- Hiring and training new sales representatives.

CUSTOMER AND SALES RELATIONS OFFICER | HENLEY AND ASCOT LIMITED. LAGOS (2018 – 2019)

Key Responsibilities and Achievements:

- Performed KYC on regular basis.
- Regular checks and follow up on customer orders and recoveries.
- Data Entry and Management
- Collate data for marketing and sales campaigns.

INVENTORY & FLOOR MANAGER | TEMERK STORES AND SUPERMARKET. LAGOS (JULY 2016 – DEC. 2018)

Key Responsibilities and Achievements:

- In barely six months, I became a pro in stock taking, inventory management and procurement which landed me an instant promotion.
- As a floor manager, I ensured uptight security and transparency of sales to curb theft among staff or customers.
- Ensure good storage and easy accessibility for every product.
- Data Entry and Management.

CUSTOMER SERVICE REPRESENTATIVE | MOBLORDZ ENTERPRISES. BENIN (AUG. 2013 – FEB. 2015)

Key Responsibilities and Achievements:

- Won the award for best employee barely six months into the job.
- Performed excellently in both roles that I was retained after my SIWES program.
- Administered proper office maintenance, client relation and information handling.
- Data access and information brokering.
- Queries and Information management.

EDUCATION

COMM 186W: Media, Technology, and the Body
STANFORD UNIVERSITY (ONLINE)

(In View)

Office Technology and Management Secretariat Studies
AUCHI FEDERAL POLYTECHNIC (EDO STATE)

(2011-2014)

NON-CERTIFICATE PROGRAMS

DIGITAL MEDIA, SALES DEVELOPMENT, PROJECT MANAGEMENT, DATA SCIENCE,
DESIGNS.

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REFERENCES

Provided on request.