

ABOUT ME

I am an accomplished business manager with a proven track record of driving strategic initiatives and leading teams to achieve exceptional results. My expertise lies in operational excellence, budget management, and stakeholder engagement, ensuring that I consistently deliver on organizational goals. With a keen eye for growth opportunities, I am committed to enhancing customer satisfaction through a customer-centric approach.

As an effective communicator, I excel in streamlining processes and fostering innovation, which has led to significant achievements in competitive markets. My professional philosophy centers on exceeding business objectives by leveraging strategic foresight and nurturing productive relationships, ultimately driving organizational success. My unwavering dedication is reflected in my efforts to secure high levels of stakeholder satisfaction, a testament to my passion for excellence in all facets of my work.

SKILLS

- MANAGEMENT
- FINANCIAL DIGITAL TOOLS
- ADOBE EXPERIENCE MANAGER
- CUSTOMER RELATIONSHIP MANAGEMENT
- TEAM BUILDING
- PROJECT MANAGEMENT
- INNOVATION
- PLANNING
- ACCOUNTING
- SALES PROMOTION
- MS. EXCEL
- AUDITING
- SALES
- LEADERSHIP
- STRATEGIC PLANNING
- STAKEHOLDER ENGAGEMENT
- REVENUE GROWTH

HOBBIES

NETWORKING, READING, AUDITING, STRATEGY, FINANCE, SPEAKING, CONFERENCE, LEARNING, SPEAKING, VOLUNTEERING.


REFERENCES


ABIOLA OLADIMEJI
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MAYOWA ADEYEMO
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T: +234 803 550 2125

IYANU
OLADIMEJI

BUSINESS MANAGER

No 20 Prince Ademola Crescent, Oke-ljebu , Akure , 340212, Nigeria

+2348149246992

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WORK EXPERIENCE

EDDIETOM ENTERPRISES
Akure, Ondo State, Nigeria.
Jan 2020 - Jul 2023

- Business Manager
- Spearheaded sales and marketing initiatives, driving significant revenue growth.
 - Implemented robust performance metrics, enhancing business performance.
 - Developed and executed strategic plans, focusing on critical business objectives.
 - Conducted comprehensive market analysis, identifying high-potential business opportunities.
 - Led cross-functional teams, improving overall operational efficiency.
 - Catalyzed sales and market expansion through targeted strategies.
 - Analyzed industry trends to uncover new opportunities for growth.
 - Crafted strategic business plans to align with company vision and goals.
 - Established and monitored key performance indicators to ensure target achievement.
 - Guided teams to optimize processes and elevate productivity.

IYA ALAANU MI VENTURES
Akure, Ondo State, Nigeria.
Jan 2015 - Jan 2020

- Sales Representative
- Excelled in networking at industry events and trade shows, enhancing product exposure.
 - Strategically utilized CRM tools for efficient sales tracking and client data management.
 - Delivered exceptional post-sales support, ensuring customer satisfaction and loyalty.
 - Developed and executed a dynamic sales strategy, consistently exceeding targets and quotas.
 - Conducted in-depth analysis of high-demand products to optimize inventory management.
 - Demonstrated patience and comprehensive product knowledge, fostering strong customer relationships.

EDUCATION

LEAD CITY UNIVERSITY
Ibadan, Oyo State, Nigeria.
2027

- Undergraduate
- Bachelor Degree in Software and System Engineering

ST THOMAS AQUINAS COLLEGE AKURE
Akure, Ondo State, Nigeria.
2021

High school diploma

IRE-AKARI NUR & PRY SCHOOL
Akure, Ondo State, Nigeria.
2015

Elementary studies

LANGUAGES

ENGLISH

YORUBA

DRIVING LICENSE

Driving license category
Category B