

Adeniran Ganiyat

Sales Supervisor

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Profile

A dedicated and experienced customer representative and sales professional, I possess a genuine passion for building and nurturing strong customer relationships. My leadership journey spans over 2 years, during which I've had the privilege of guiding teams and supervising sales activities. I'm adept at creating management systems and procedures designed to uplift team performance and help achieve ambitious sales targets.

Professional Skills

- Software Proficiency: Familiar with Adobe Photoshop, 3ds Max
- Computer Skills: Proficient in Microsoft Word, Excel, PowerPoint, Eviews, and Computer-Aided Design (CAD)
- Language Proficiency: Business proficient in English

Education

Higher National Diploma (HND) in Marketing

Federal Polytechnic Offa, March 2020 - December 2022

Core Courses: Basic Accounting, Statistics, Marketing, International Marketing, Market Research and Forecasting, Business Psychology, Advertising

Honors and Awards: National Scholarship for Encouragement, The First Prize Scholarship

Experience

Marketer (Product Marketer)

Alusoft Technologies Ltd, January 2024 - Present

- I'm currently focused on developing and implementing comprehensive marketing plans for the company's innovative software products.

- I carefully analyze market trends and deeply consider customer needs to inform both product development and marketing strategies, ensuring alignment with what our customers truly desire.

- I enjoy collaborating closely with the product development team to ensure our products not only meet but exceed market demands.

- I skillfully manage marketing campaigns, integrating digital marketing, compelling content creation, and strategic advertising.

- I diligently monitor and report on the effectiveness of all marketing initiatives, adapting strategies thoughtfully to maximize impact.

Marketer

Gtext Homes (Real Estate Company), National Youth Service Corps Program, January 2023 - December 2023

- I thoughtfully developed and executed marketing strategies aimed at showcasing real

estate properties in their best light.

- I dedicated time to conducting thorough market research to pinpoint potential clients and understand evolving market trends.

- I prioritized managing client relationships, striving to ensure the highest levels of customer satisfaction and foster lasting loyalty.

- I happily assisted in organizing promotional events and property viewings, making the experience engaging and informative for prospective buyers.

- I collaborated effectively with the sales team to collectively achieve sales targets and shared objectives.

Sales Person

Omega Shopping Mall, July 2021 - December 2022

- I had the rewarding experience of establishing and leading a 12-person customer representative sales team.

- I focused on developing team capabilities through targeted training and constructive performance assessments, always aiming to empower individuals.

- I actively participated in business negotiations and contract signings, ensuring clarity and mutual benefit. I also managed after-sales services with care and attention.

- I consistently achieved annual sales performance targets and goals, driven by a commitment to excellence.

- I implemented regional sales plans, tailoring strategies to local market dynamics, and developed valuable customer resources.

- I coordinated marketing activities for the company's products within the region, ensuring consistent messaging and brand representation.

- I ensured the achievement of regional sales goals by fostering effective team management and collaboration.

- I was committed to developing and maintaining strong, lasting customer relationships.

- I identified and nurtured high-quality customer resources, ensuring their needs were met and exceeded.

- I provided tailored product sales promotion services for medium and large customers, understanding their unique requirements.

- I actively promoted cooperation and strived to ensure customer satisfaction at every touchpoint.