

Peter Asolo

Retail Sales And Stores - Verizon Fios

Redlands, CA

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- To develop an outstanding career and contribute immensely to the overall development of the economy in line with the vision of my business owners.

WORK EXPERIENCE

Retail Sales And Stores

Verizon Fios - June 2015 to Present

Product Manager/General Manager (Inland Empire Region), California, USA

Responsibilities:

- Business development and team lead.
- B2B sales and marketing for FIOS products.
- Lead generation and follow up.
- Sales Representative recruitments and training.
- Developing and attaining customer experience and sales objectives for FIOS products.
- Sell all products and services offered by the Company.
- Meet all sales goals and target. Organizing business meetings with clients, presiding over various organizational meetings and other business development related meetings.
- Ensuring installations are carried out as at when due for new customers and upgrades.
- Working with the support team to enable service improvement and great service experience.
- Handle all management functions which include but not limited to the following:
- Manage, motivate, direct and coordinate activities of staff members to meet and/or exceed sales goals and objectives
- Personally accountable for team members and all documents pertaining to each team sales
- Responsible to accurately track head count, office/kiosk revenue and changes
- Effectively provide daily direction, sales training, and guidance while ensuring retention of superior Sales Representatives
- Run all sales meetings; make daily schedule for teams
- Successfully determine staffing requirements, interview, hire, develop, and manage new employees
- Attend meetings and conference calls as required
- Ensure adherence to all company policies and procedures
- Administer and document all counseling and terminations appropriately, accurately and in a timely manner while following established procedures
- Effectively ensure sales of products and services in a retail store/kiosk or event environment
- Meet or exceed all sales goals on a monthly basis
- Direct customers by escorting them to displays; assess needs and suggests products to fit those needs
- Advising corporate customers by providing information on products and services
- Help customers make selections by building customer confidence
- Responsible for accurately tracking and communicating all activity to Retail Operations
- Accurately document and report sales
- Assist in temporarily overseeing additional stores/kiosks as business needs dictate
- Ensuring all staff dress and act professionally at all times

- Perform all other duties as assigned by the Regional Director
- Ensuring Performance Measurements:
- Ensure team(s) meets established weekly/monthly sales goals/quota
- Meet established personal monthly/weekly sales quota/goals
- Maintain proper headcount in market as determined by client
- Customer/client satisfaction based on team rejection percentages and substantiated complaints

Sr. Product Manager

PetVini Global Concept - Lagos - April 2012 to April 2015

Responsibilities:

- Overseeing the PetVini Global Concept dream of building a viable eco-system for m-commerce, alternative channels, card services, mobile banking, e-commerce and mobile payment.
- Strategic Consulting, including business plan & sales strategy development for B2B and B2P.
- Business development consultancy for m-payment operators and banks
- Development of applications tailored to organizations needs
- Development of e-government solutions and implementation
- Strategic consultancy on poverty eradication and economic empowerment projects
- Managing and developing a new product (mycaliforniaonline) for small and medium scale businesses growth in the state of California
- Developing New Concept and Products to enhance our overall e-commerce objective
- Managing the overall technology integration of applications for online card payment with Bank of America
- Collating reports and analyzing same to determine efficiency and performance.
- Project director for card management and switch payment integrations.
- Create or maintain plans or other documents related to sustainability projects.
- Develop sustainability project goals, objectives, initiatives, or strategies in collaboration with other sustainability professionals.
- Assess or propose sustainability initiatives, considering factors such as cost effectiveness, technical feasibility, and acceptance.
- Research or review regulatory, technical, or market issues related to sustainability.
- Develop reports or presentations to communicate the effectiveness of sustainability initiatives.
- Create marketing or outreach media, such as brochures or web sites, to communicate sustainability issues, procedures, or objectives.
- Liaise with third party vendors on projects integration and supervision

Payment Product Manager

Finbank Plc/ Fcmb Bank - Lagos - July 2008 to April 2012

Responsibilities:

- FlashmeCash/ International Remittances and e-Business
- Managing and Developing Markets for Existing Products/ FlashmeCash.
- Developing New Concept and Products to enhance our overall e-Business objective Prospecting New Vendors for our e-Products, Channels and Cards solutions managing the technology integration of applications for cards and channels.
- Liaising with the bank's over 450 branches at bringing our products to our customers nationwide Conducting presentation,
- Training and Sensitization Campaign for our Staffs Collaborating with other
- Business to Business marketing and opportunity developments
- Departments in the Bank on product development.
- Carrying out Market research on the Viability of new and existing e-Products

- Overall management of the FlashmeCash business in our Ghana arm Managing and support for our cross boarder remittance agents in Europe Project leader and coordinator for various integrations and new products projects.
- Managing and supervising the day to day running of the cross boarder remittance business (Speed Pay) as part of the FlashmeCash product.
- Manage and coordinate the; innovation, integration, implementation and deployment of Flash wallet (the first mobile wallet card in Africa).
- Oversee activities directly related to making products or providing services.
- Direct and coordinate activities of businesses or departments concerned with the production, pricing, sales, or distribution of our card products.
- Review financial statements, sales and activity reports, and other performance data to measure productivity and goal achievement and to determine areas needing cost reduction and program improvement.
- Manage staff, preparing work schedules and assigning specific duties.
- Establish and implement departmental policies, goals, objectives, and procedures, conferring with board members, organization officials, and staff members as necessary.
- Determine staffing requirements, and interview, hire and train new employees, or oversee those personnel processes.
- Plan and direct activities such as sales promotions, coordinating with other department heads as required.
- Develop or implement product-marketing strategies, including advertising campaigns or sales promotions.
- Liaise with third party vendors on project implementation and management.

AGM and Head, Business/Application Development and Deployment

GistMe Communications, Lagos and Abuja - NG - February 2006 to June 2008

Responsibilities:

- Overseeing the entire e-payment and business development of the organization.
- Developing various e-packages for various organizations and sourcing for bank
- Partners collaborating with various partner banks toward successful deployment of applications.
- Supervising and monitoring of all departments staffs for efficiency.
- Collating reports and analyzing same to determine efficiency and performance.
- Supervising and monitoring technical integration with partnering banks
- Developing and coordinating sales strategies and evaluating their performance.
- Developing and managing various content products for our mobile application users.
- Collating reports and analyzing same to determine efficiency and performance.
- Content development and integration for mobile telecommunication operators as a value added services operator (VAS)
- Developing new projects and managing them
- Coordination and development of robust CRM for transport business in Nigeria
- Creating new contents for Mobile Telecommunication platforms.
- Evaluate the financial aspects of product development, such as budgets, expenditures, research and development appropriations, or return-on-investment and profit-loss projections.
- Negotiate contracts with vendors or distributors to manage product distribution, establishing distribution networks or developing distribution strategies.
- Initiate market research studies or analyze their findings.
- Use sales forecasting or strategic planning to ensure the sale and profitability of products, lines, or services, analyzing business developments and monitoring market trends.
- Coordinate or participate in promotional activities or trade shows, working with developers, advertisers, or production managers, to market products or services.
- Select products or accessories to be displayed at trade or special production shows.

- Confer with legal staff to resolve problems, such as copyright infringement or royalty sharing with outside producers or distributors.

Senior Administrative Manager/Consultant

S.E.A Consultants Ltd - Lagos - January 2005 to January 2006

Responsibilities:

- General administration and Supervision of projects, contracts and consultancies.
- Development and management of marketing products.
- Formulation of innovative strategies for effective organizational performance, coordination and performance evaluation
- Supervision and rendition of accounting books and records.
- Overall coordination of the Olabisi Onabanjo University (Ago Iwoye) Study center, Oworonsoki - Lagos.

Technical and Sales Manager

Ecas Telecoms And Systems Ltd, Victoria Island - Lagos - February 2004 to January 2005

Responsibilities:

- Sales and after sales management of telecommunication and computer equipment.
- Installation of VSAT equipment, Radio links, Local Area Network (LAN),
- Dial-Up Connection, Regard Log Security Video Modem and Cameras and other network administration support.
- General contract sourcing, budgeting, implementation, monitoring, evaluation and post contract reporting to management.
- Recommend locations for new facilities or oversee the remodeling or renovating of current facilities.
- Develop or implement product-marketing strategies, including advertising campaigns or sales promotions.

Business Development Manager

Kwality Communication Ltd Warri, Delta State - February 2001 to January 2004

Responsibilities:

- Consultancy services to clients on VOIP and General ISP solutions.
- Software installations and management support services.
- Assembly, sale and supply of BRANDED and CLONED computer systems and parts to both corporate and individual customers.
- Installation and repairs of computer hardware.
- Provision of IT support services to cyber cafe operations and general administrations.

Assistant Lecturer

NYSC Federal College of Education, Umuze, Anambra State - NG - 2000 to December 2000

Responsibilities:

- Course - work packaging, lecturing and administration of Economics and Statistics.
- Supervision of students' research, theses and dissertations.
- Students' Guidance, counselling and seminar administration.
- Conduct, supervision and general administration of students' examinations and records.

Conferences attended as a participant or speaker

Research Work

Research Works - 1999 to 1999

Some Banking Products for Turnover Enhancement; 2001.

- The Impact of Commercialization on Public Enterprises in Nigeria (A Case Study of NEPA); 2005.

- Strategies for Effective Petroleum Products Marketing; 2006
- Bill Presentation and Presentment Training 2011

EDUCATION

Masters in Energy and Petroleum Economics

Delta State University

2007

Diploma in Computer Science

Federal College of Education

2000

Bachelors in Banking and Finance

Ekiti State

1999

SKILLS

Microsoft Office Suite (10+ years), Project Management (9 years), People Management and Recruiting (7 years), Software Project Manager and Coordination (8 years), Payment and e-Business Products Manager (8 years), Office Administration and Management (9 years), Sales Management (10+ years), Technical detail specification architect for offshore development (5 years), Product Management (8 years), Product Marketing (10+ years), Excellent Customer Service Skills (10+ years)

ADDITIONAL INFORMATION

Technical Skills:

- Installation and Repair of Computer Hardware, VSAT equipment, Networking (LAN, MAN, WAN) Security equipment, Modems and cameras. Computer operations, Software installation, Internet applications management and specification development, Microsoft office suite knowledge and Microsoft work solution, SQL SERVER Database Administration, Data Security and Firewalls, System and Network administration , VOIP, Oracle 10g Administration. IT projects management, implementation and supervision. Technology transfer and integration, supervision and management of both resources and the entire project life span.