

# ADEGOKE EMMANUEL DOMINIC BSc

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Zone 6, Unit 3,  
Akintola Street, Sanyo,  
Ibadan, Oyo State, Nigeria.

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## PROFILE SUMMARY

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Passionate about developing long term client relationship which promotes organizational values. An exceptional Bachelor degree holder with superior product knowledge and expertise with the ability to convert prospects to reliable customers. Conversant with all aspects of marketing campaigns from concept development to execution and launch.

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## PERSONAL DETAIL

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Date of Birth:	1 <sup>st</sup> November, 1988.
Gender:	Male
Nationality:	Nigerian
Marital Status:	Single
Local Govt.:	Ona-Ara
State of Origin:	Oyo
Religion:	Christianity

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## CORE SKILLS

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| • Proficiency in Microsoft Office suite: Word, Excel, Power point and Access. | • Strategic planning and tactical execution.                      |
| • Strong communication and interpersonal skill.                               | • Database management.  |
| • Speaks English, Igbo and Yoruba languages fluently.                         | • Demonstrated expertise in decision making and policy formation. |
| • Ability to work with others as a team.                                      | • Knowledge of market trends.                                     |
| • Self-driven and ability to work under pressure.                             | • Result oriented and dedicated to duties.                        |
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## WORK EXPERIENCE

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**LIT FOODS LIMITED** – Km 8, Sapele Road, Benin City, Edo State, Nigeria.

### Sales/Marketing Supervisor

February 2016 – Present

- Arrange, implement and monitor marketing and sales campaigns.
- Participate in all strategic sessions to identify client and prospects sales opportunities.
- Involve in strategic conceptualization as well as tactical implementation.
- Prepare short and long term plans to ensure adoption of identified strategies and evaluate implications of plans inclusive of risk.
- Ensure projects are completed as scheduled within budget and attain marketing objectives.
- Resolve complex customer issues and needs.

## **KEY ACCOMPLISHMENTS**

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- Increased sales by 25% over a period of three months.
  - Created successful marketing strategies to open entertainment revenue, resulting in sales of 90% capacity for the first full season.
  - Measured campaign results and sales metrics to optimize for growth.
  - Launched aggressive growth plans that increased client base.
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**VICADEFUN GLOBAL VENTURE** – Agbeni, Oyo State, Nigeria.

### **Sales Representatives**

March 2008 – August 2010

- Prepared schedules and actions plans to identify targets and project the amount of contacts to be made for sales.
- Established relationships with potential clients and maintained relationships with current clients.
- Prepared reports and analyzed sales statistics.
- Identified and resolved the clients issues and concerns.
- Acquired new customers by reaching out to leads.
- Maintained monthly minimum goals.
- Served existing customers by optimizing current purchase plan.
- Made recommendations for customers.

## **KEY ACCOMPLISHMENTS**

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- Led the sales galore project for two months and met set objective by 97%.
  - Served 123 customers during a sales galore and cultivated 86% of them into actual buyers.
  - Established and maintained sales reporting system that brought down discrepancies by 68%.
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## **EDUCATION & QUALIFICATION**

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EBONYI STATE UNIVERSITY – Abakaliki, Ebonyi State, Nigeria. 2010 – 2015

B.Sc – Marketing (Second Class Upper Division)

AKWA IBOM STATE POLYTECHNIC, Nigeria. 2004 – 2006

ND – Financial Studies and Accounting

COMMUNITY SECONDARY SCHOOL – Aperin, Ibadan, Nigeria. 1998 – 2003

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## **INTERESTS & ACTIVITIES**

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- Reading and researching on market trends and strategies.
  - Meeting new people.
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## **REFERENCES**

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MRS. NICKY ALEDJI  
Nikki Grand Hotel & Suite Ltd  
Benin City, Edo State.  
Tel: 08030799556

MR. ANTHONY AFAM  
Lapo Mirco Finance Bank  
Enugu State.  
Tel: 08068281945