

AZIKE PRISCA CHIOM

BLOCK 20 ,Oluloye Industrial Estate Ibadan

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PERSONAL DATA:

DATE OF BIRTH: 14TH MARCH, 1990
SEX: FEMALE
STATE: DELTA
NATIONALITY: NIGERIA
RELIGION: CHRISTIANITY


CAREER OBJECTIVES:

A dynamic fresh graduate of marketing, seeking to build a career in quality customer and corporate service and promoting companies fame.

CERTIFICATE OBTAINED WITH DATE:

2010-2014:	Bachelor of Science in marketing (B.SC) Anambra State University, Uli Anambra State.
2001-2006:	West Africa examination council (WAEC) certificate Stepping Stone International Secondary school. Ogan L.G.A, Edo state.
1996-2001:	First School Leaving Certificate. Abuan Primary School Aniocha South L.G.A Delta State.

Working Experience:

2016-Till date:	Adama Beverages  Ltd Sales Representative No 5 Road 111 Third Avenue Gwarimpa Estate Abuja
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RESPONSIBILITIES:

- Networking with existing customers in order to maintain relationship and promote additional products and upgrades
- Taking of stock inventory to ensure product accuracy and carry out product marketing survey

- Identifying and developing new business through networking courtesy and follow-up calls
- Computing of customers data and answering any technical questions and complaints from customer
- Attending to customer's needs and assisting customers in finding what they seek in stock and product presentations.
- Draft reports of product sales and revenue to present to company executives
- Compile sales report, client contract and work to achieve a certain amount of sales on a monthly bases
- Always speaking to potential clients to educate them about company's products and also convincing them to invest in the company
- Going to different food and beverages stores to carry out survey on food and beverages products, reaching out information to customers and getting information for new products

2014-2016:

Nutric food and beverages (Nutric)

Sales representative

Block A3, sky memorial complex

Micheal okperaway, wuse zone 5

Fct Abuja

RESPONSIBILITIES:

- Ensuring that all paper work is handled adequately and keeping in contact with existing customers in person and by phone calls
- Making appointments with meeting new customers, agreeing sales, prices contracts and payments
- Promoting new products, making special deals and meeting sales target
- Advising customers about our company's product, delivery services, schedules and after sales services
- Recording orders, sending details to the sales office and giving feedback on sales trends
- Going to different food and beverages stores to carry out survey on food and beverages products, reaching out information to customers and getting information for new products
- Visiting of different local grocery stores and food distributors to arrange for products disposal
- Communicate with current clients to discuss amount of sales customer satisfaction
- Computing and verification of office data
- Create and maintain files in excel

- Accessing the needs of customer and providing information on company service, procedures and guidelines to customers.
- Researching always and learning company's product, their nutrition benefit, price and ingredients to be prepared for customers questions.

2012-2013: Sales Representative (CONTRACT)
Guinness Nigeria plc.
24 Oba Akran Avenue Ikeja
Lagos State

RESPONSIBILITIES:

- Involved in implementing new company marketing strategies and policies effectively
- Handling customers' complaints and educating them on company's products, services and policies
- Protects company's image by ensuring that quality control standard of products and services is adequately given to customer effectively.
- Increase company's profit by providing quality sales.
- Promoting new products, making special deals and meeting sales target
- Advising customers about our company's product, delivery services, shelf life and after sale Researching always and learning company's product, their nutrition benefit and ingredients to be prepared for customers questions.

COMPETENCE:

- Problem Solving
- Organizational abilities
- Excellent sales skill
- Ability to close a deal
- Thorough in all paperwork and record keeping
- Counseling
- Administrative abilities
- Excellent communication
- Effective management skills
- Proficient in the use of Microsoft Excel
- Proficient in the use of Corel Draw

HOBBIES:

Surfing the internet and researching, sports, music, painting, Braiding, Reading and tourism

LANGUAGESPOKEN:

ENGLISH,IGBO,DELTA,YORUBA

REFERENCES

Engr. Onyero Daniel O
Head Engineering and Sales
Sharon Energy solution
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