

# ADEBUSOLA DAMILOLA ADEDIGBA

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## PROFESSIONAL SUMMARY

Result-driven, proactive, customer service-oriented, and business-minded young graduate with over 2years experience in piloting business development efforts and managing client relationships, securing unparalleled customer experiences, client feedback plans, enhancing products and services, and controlling overall customer service duties and marketing, managing escalated customer complaint to achieve organizational goals and promoting beneficial relationships by employing superior communication and time management skills.

## PROFESSIONAL SKILLS

- Excellent interpersonal, collaboration and problem-solving skill
- Strong persuasive and negotiation skills
- Good communication skills
- Team leadership
- Operate under very high moral standard and code of ethics
- Reasonable sense of planning and logistics
- Excellent numerical and critical reasoning skills
- Excellent presentation skill and customers service capabilities
- Good documentation and process management skills
- Excellent use of computer – Microsoft Office Suite
- Prospect targeting

## PROFESSIONAL EXPERIENCE

### FOODCO NIGERIA LIMITED

**2018 - PRESENT**

*Designation: Sales Associate*

Generate leads through both online and offline. Meet with clients and prospects interested in properties to offer them real estate deals. Communicate with clients to identify their requirements and choice of property. Oversee the preparation and approval of documents such as purchase agreements and lease contracts. Coordinate the closing of property deals to ensure vital documents are signed and payment received. Develop and implement strategies effective for achieving set targets. Generate lists of properties that are compatible with buyers' needs and financial resources. Visit properties to assess them before showing them to clients.

### FABMIDE SKINCARE

**2017 - 2018**

*Designation: Sales Representative*

Presented, promoted and sold products and services using solid arguments to existing and prospective customers. Performed cost-benefit and needs analysis of existing and potential customers to meet their needs. Established, developed and maintained positive business and customer relationship. Maintained a 97% satisfaction rating over a 5-month period as a sales representative. Exceeded sales goals by an average of 17% every quarter in 2018.

## EDUCATION

OSUN STATE UNIVERSITY, OSOGBO, OSUN STATE.

*B.Sc., Political Science and International relations*

**2018**

## CERTIFICATIONS AND TRAINING OBTAINED WITH DATES

- West Africa Vocational Education 2020

## REFERENCES

Available on request.