

# Simon Abiodun Aina

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*Intent to Relocate under the Rural Community Immigration Program (RCIP)*

## PROFESSIONAL SUMMARY

Accomplished business and operations manager with 15+ years of experience in automobile importation, customer relations, and dealership operations. Proven record driving retail sales growth through negotiation, inventory planning, and service excellence. Skilled in logistics coordination, relationship building, and multi-location market development.

Self-taught in modern web technologies (JavaScript, TypeScript, React, Next.js, Prisma, SQLite, PostgreSQL, Git, GitHub, Tailwind CSS) with the ability to support dealership teams in process improvement, data handling, and digital workflows.

## CORE COMPETENCIES

- Automotive Retail Operations
- Sales Growth & Customer Engagement
- Staff Supervision & Training
- Market Expansion
- Process Improvement
- Inventory & Supply Chain Coordination
- Negotiation & Vendor Management
- Logistics & Cost Control
- Customer Experience Support
- Basic Data & Systems Integration

## EMPLOYMENT HISTORY

### OJ FIRST AUTOS — Ogun State, Nigeria

Automobile Import & Retail Company | 2–10 employees

#### Managing Director / Operations Lead | 2022 – Present

- Oversees import logistics, inventory control, procurement planning, and client relations.
- Negotiates supplier contracts, improving vehicle sourcing and shipment terms.
- Ensures quality standards and enhances customer showroom experience.

#### Achievements:

- ✓ Increased sales by **40%** through improved pricing and customer engagement.
- ✓ Reduced unsold stock cycle time by **25%** through procurement scheduling.
- ✓ Lowered logistics overhead by **20%** through vendor route optimization.

### Business Development Manager | 2019 – 2022

- Expanded sales distribution into three new regional markets.
- Led community-based outreach and partnership programs to grow customer base.
- Negotiated supplier and marketing agreements to increase margin efficiency.

#### Achievements:

- ✓ Grew customer base by **45%** through outreach + branding efforts.

### Sales & Operations Supervisor | 2016 – 2019

- Coordinated showroom sales, display setup, and customer consultations.
- Closed high-value vehicle transactions through persuasive negotiation.
- Developed SOPs for inventory audits and client service.

## **Assistant Merchandiser | 2013 – 2016**

- Supported retail and logistics documentation activities.
  - Assisted with vehicle sourcing and supplier coordination.
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## **CONCIERGE RUNNER — Lagos, Nigeria**

*Concierge & Errand Service Company*

## **Marketing & E-Commerce Manager | 2011 – 2013**

- Led client acquisition via digital + field marketing channels.
- Negotiated service agreements and improved client retention.

### **Achievements:**

Improved service efficiency by **30%** through logistics scheduling.

## **Logistics & Operations Assistant | 2008 – 2011**

- Facilitated delivery routing and vendor coordination.
- Contributed to positive customer service outcomes.

## **Errand Runner Trainee | 2006 – 2008**

- Performed client errands with punctuality and professionalism.
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## **EDUCATION**

High School Diploma — Omega Academy, Ekiti State, Nigeria (2006)

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## **KEY ACHIEVEMENTS & BUSINESS IMPACT**

- Increased dealership revenue by **40%** and customer base by **45%**.
  - Reduced inventory delays by improving supply chain coordination.
  - Built multi-country supplier network for cost-reliable procurement.
  - Cut operational expenses by **20%** through vendor optimization.
  - Strengthened negotiation and relationship management, reinforcing customer trust.
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## **TECHNICAL & SOFTWARE SKILLS**

**Business & Tools:** POS Systems | Excel

**Web Stack (Supportive Skills):** JavaScript | TypeScript | React | Next.js | Prisma | SQLite | PostgreSQL | Git | GitHub | Tailwind CSS

**Soft Skills:** Leadership | Negotiation | Customer Service | Problem-Solving | Team Support | Adaptability

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## **GITHUB PROJECTS**

[github.com/Ojfirst](https://github.com/Ojfirst)

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## **REFERENCES**

Available upon request