

# Faith Obajafa

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## SUMMARY

Recent graduate in Statistics with hands-on experience as a statistician and sales representative, skilled in data analysis, forecasting, and client relationship management. Seeking to leverage analytical expertise and strong communication skills to drive business growth and support data-driven decision-making in a dynamic organization.

## EXPERIENCE

### SALES REPRESENTATIVE, Beauty Era, Lagos, Nigeria

Jun 2022 - Sep 2022

- ✓ Demonstrating product features to customers.
- ✓ Assisting in administrative tasks such as raising of invoice and maintaining customer sales records.
- ✓ Responding to customer queries and resolving their objections to get them to make a purchase.
- ✓ Contacting potential and existing customers on the phone, by email, and in person.
- ✓ Build and maintain strong relationships with existing clients to ensure customer satisfaction and retention.
- ✓ Collaborate with the sales team to achieve collective sales goals and share best practices.
- ✓ Attend industry events and exhibitions to network and promote the company's products and services

### STATISTICIAN INTERN, National Bureau of statistics, Ibadan, Nigeria

Dec 2021 - May 2022

- ✓ Collaborated with team members to create best practices for collecting and analyzing data.
- ✓ Constructed surveys to collect qualitative information from participants in studies.
- ✓ Applied sampling techniques and used complete enumeration bases to determine and define survey groups.
- ✓ Planned data collection methods for specific projects and determined types and sizes of sample group.

## EDUCATION

Federal University Lokoja, Lokoja, Nigeria - Bachelor, Statistics

## CERTIFICATION

[Certification in Human Resource Management](#), La Plage Meta Verse

Apr 2025

[Certification in Master Emotional Intelligence](#), Disaster Ready

Jan 2025

[Professional certification in data analytics](#), Startechone Nigeria Limited

Jan 2025

National Youth Service Corps discharge certificate

Apr 2025

[Certification in Basic Financial Education](#), Kudimata

Dec 2024

[ALX certification in AI augmented Professional Development](#), ALX

Jul 2024

[Data Quality, Data Management and Data Governance](#), Institute of Management, Technology and Finance

Apr 2025

[Performance Management with generative AI for HR & Managers](#), Mike Pritula via UDEMY

Apr 2025

[Introduction to Business and Data Analysis](#), Institute of Management, Technology and Finance

Apr 2025

## SKILLS

Technical Skills	: Microsoft office packages, Data analytics skills, Excel, SPSS (Statistical Software), Microsoft Word, Powerbi, Microsoft Azure, MySQL Workbench, HR Analytics, Dashboards
Communication Skills	: Excellent written and verbal communication skills, Discipline, Negotiation, Goal Oriented
Problem Solving Skills	: Problem solving skills, Insightful
Leadership Skills	: Leadership skills, Collaboration
Time Management Skills	: Time management skill

## REFERENCE

AVAILABLE UPON REQUEST -