

Olatunde Ashiru

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Skills Summary

Tools: Microsoft Office Suite, Google Suite, Cisco Packet Tracer, Oracle Virtual Box, Kali Linux

Soft Skills: Rapport Building, People Management, Stakeholder Engagement, Excellent Communication

Work Experience

Sales Analyst

July. 2021 - Present

Elitec Engineering & Company Limited

- Researched an average of 10 to 20 prospective clients online daily to generate qualified leads.
- Utilizing researched data to create a client persona leading to the conversion of 2% of leads generated monthly to buying customers within six months.
- Utilizing a CRM application to track customer interactions and follow up on outstanding issues or opportunities, resulting in increased satisfaction and repeat business with 5% of converted leads within four to six months.

Data Entry Clerk

May. 2017 - Dec. 2020

Grand Data Solutions, Ikeja, Lagos.

- Accurately entering over 300 invoices daily from dedicated sales reps into the company's database, ensuring data integrity for performance analysis.
- Analyzing data to create a report showing the sales reps' daily, weekly, monthly, and yearly performance thereby increasing the average performance of reps by 8%.
- Generating detailed reports on sales performance metrics, helping the management team make informed decisions.
- Sustaining high levels of accuracy in data entry tasks, reducing errors, and improving the overall efficiency of the sales support process by 6%.

Education

BSc Engineering Physics, OAU, Ile-ife, Osun State

Dec. 2009 - Aug. 2014

Digital Skills Trainings

Cyber Security Trainging, Ingryd Academy-LSETF

Jan. 2024

- Learned about the details of basics security, user security, and network security in fulling the CIA triad.
- Acquired key principles, techniques, and best practices for securing both Windows and Linux Operating systems

ALX-T Data Analyst Nanodegree, Udacity.

Sep. 2022

- Learned about the data ecosystem, including the ETL process and big data basics.
- Mastered data gathering, wrangling, and cleaning for exploratory and predictive analysis.
- Frameworks such as Pandas, Numpy, Scikit-Learn, Matplotlib and Seabon were learnt.