

ABDULKAREEM ADAM BABAJI

CURRICULUM VITAE

Contact Details

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Professional Summary

A motivated and results-driven professional with expertise in sales, marketing, data analysis, and web development. Proven track record of achieving significant sales milestones and fostering strong client relationships. Committed to excellence, continuous learning, and professional development.

Career Objective

I strive for excellence and precision at all times, in all positions and circumstances, whilst attaining professional distinction and enhancing my skills.

Education

Masters in Information Technology (MIT, 2024)

Nigerian Defence Academy (NDA PGS), Kaduna

Bachelor of Science in Computer Science (Second Class Lower Division, 2016)

Ahmadu Bello University, Zaria

Senior Secondary Certificate Examination (SSCE, 2013)

The Corinthians International School, Kaduna

First School Leaving Certificate (2006)

Hanbells International School, Kaduna

Professional Experience

Sales and Marketing Executive

Urban Shelter Limited, Kaduna (2021 – Present)

- Closed sales worth hundreds of millions of Naira.
- Followed up with sales leads, addressing inquiries and improving customer service.
- Conducted market research to identify trends and customer needs.
- Generated weekly/monthly sales reports and tracked sales goals.
- Ensured accurate record-keeping for all sales transactions.
- Responded to inquiries from staff and clients regarding payment status and available units.

Classroom Teacher

MADIM School, Fulani Road, Badarawa, Kaduna (2019 – 2021)

- Developed and delivered lesson plans aligned with educational standards.
- Motivated students, fostering critical thinking and academic growth.
- Evaluated student performance and prepared progress reports.
- Participated in staff meetings for collaboration and goal setting.

National Youth Service Corps (NYSC)

Government Day Secondary School, Funtua, Katsina State (2017 - 2018)

- Created and taught lesson plans tailored to students' diverse needs.
- Developed a conducive learning environment fostering social and emotional growth.
- Used various teaching techniques to promote individual and group learning.

Student Industrial Work Experience Scheme (S.I.W.E.S) Internship

BATMIS Data Center, Ministry of Finance, Kaduna State Secretariat Complex, Independence Way, Kaduna (2015)

- Assisted in data management processes, ensuring accuracy and organisation.
 - Supported IT staff in troubleshooting and managing network systems.
 - Participated in maintaining database integrity and backups.
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Key Skills

- **Sales & Marketing:** Sales strategy development, CRM, client and team communication
 - **Data & Analysis:** Data analysis, market research, report generation
 - **Web Development & Programming:** Python, Django, PHP, SQL, HTML, CSS
 - **Project Management:** Goal setting, progress monitoring, team collaboration
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Technical Proficiency

- **Programming Languages:** Python, Django, PHP, SQL, HTML, CSS
 - **Tools & Technologies:** CRM Software, Data Analysis Tools, Web Development Frameworks
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Professional Certifications

- **Introduction to Deloitte Virtual Experience Programme (2024)**
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Hobbies & Interests

- Reading
 - Travelling
 - Sightseeing
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Referees

Aminu Sheikh Muhammad

Head Sales and Marketing North, Urban Shelter Ltd, Kaduna

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Mohammed Bello Aliyu

Project Coordinator North, Urban Shelter Ltd, Kaduna

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