

BELLO, AKEEM AYOMIDE

5, Oyarinu Street, Alapere-Ketu, Lagos State,
Nigeria

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CAREER OBJECTIVE

To utilize my solid pharmaceutical sales and marketing experience, proven customer-relationship strengths, potential and ability in the most efficient way by providing high quality health services geared towards the realization of short and long term goals while maximizing opportunities for career development.

PROFILE

Accomplished Pharmaceutical Medical Representative with a strong history of surpassing sales goals and developing long lasting relationships with clients. Adept in providing crucial information regarding newly launched and established pharmaceutical products to clients. Bringing forth the ability to effectively market pharmaceutical products and increase business exponentially.

SKILLS

Team Player

I have worked in diverse teams of various organizations within Nigeria during which I built confidence and trust among team members through constructive communication and dialogue. I am able to work in multicultural goal focused teams.

ICT Skills

Proficient in the use of Microsoft Office software including Word, Excel, PowerPoint, and the Internet. Ability to learn and use various computer programs and software confidently.

Communication

I have proven communication, inter-personal relationship and presentation skills, with an excellent speaking and writing proficiency in English.

EDUCATIONAL BACKGROUND

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| ▪ University of Lagos, Nigeria | 2015 - 2017 |
| Masters of Business Administration | 2017 |
| ▪ University of Lagos, Nigeria | 2005 – 2009 |
| Bachelor of Science (Hons) Pharmacology | 2009 |

CERTIFICATIONS

- Logistics for Health Commodities

WORK EXPERIENCE

Organisation: Fidson Healthcare Plc, Lagos April 2017 – September 2020
Position: Senior Medical Representative/ Territory Coordinator
(Kwara State) Duties:

- Turned Kwara State to the best territory in the West division by consistently achieving and surpassing sales quotas through the implementation of effective sales strategies centered on building strong clients relationships and equipping providers with powerful and concise product knowledge.
- Led and coordinated a team of four Medical Sales Representatives
- Routinely updated the knowledge of healthcare providers through detailing calls in order to increase the uptake/reuptake of the company's brand of pharmaceuticals at the public and private health facilities in the State;
- Conducted clinical presentation to healthcare providers at all the public and private health facilities to increase provider knowledge on rational drug use and effective use of the company's brand of pharmaceuticals;
- Worked closely with professional associations like NMA, AMLSN, NAPPMED, PCN, PSN and ACPN to promote the company's brand of pharmaceuticals by engaging in promotional activities during professional association meetings, seminars and conferences;
- Prepared monthly quarterly and yearly sales and distribution report for the state

Organisation: Fidson Healthcare Plc, Lagos July 2011- June 2015
Position: Medical Representative/ Territory Coordinator (Ogun State)
Duties:

- Turned Ogun State to the best territory in the Lagos division and a top three territory nationally by consistently achieving and surpassing sales quotas

through the implementation of effective sales strategies centered on building strong clients relationships and equipping providers with powerful and concise product knowledge.

- Led and coordinated a team of four Medical Sales Representatives
- Routinely updated the knowledge of healthcare providers through detailing calls in order to increase the uptake/reuptake of the company's brand of pharmaceuticals at the public and private health facilities in the State;
- Conducted clinical presentation to healthcare providers at all the public and private health facilities to increase provider knowledge on rational drug use and effective use of the company's brand of pharmaceuticals;
- Worked closely with professional associations like NMA, AMLSN, NAPPMED, PCN, PSN and ACPN to promote the company's brand of pharmaceuticals by engaging in promotional activities during professional association meetings, seminars and conferences;
- Prepared monthly quarterly and yearly sales and distribution report for the state.

Organisation: NAFDAC, Oyo State
Position: Regulatory Officer (NYSC)
Duties:

April 2010- February 2011

- Carried out regulatory inspections to both food and drug establishments
- Managed regulatory inspections report writing

INTERESTS

- Writing, reading, watching movies and listening to music

References to be provided on request.