

Oluwatosin Emmanuel Bolumole

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- Portfolio Link: (currently building a website portfolio)

Career Objective

Results-oriented Sales Executive with 8+ years of experience in retail, Building customer relationships, and achieving sales targets. Proven ability to identify market opportunities, develop strategic sales plans, and deliver exceptional customer service. Seeking to leverage expertise in data-driven decision-making and sales process optimization to exceed business objectives in a dynamic organization.

Key Skills and Competencies

Soft Skills

- **Revenue Growth Strategies:** Proven ability to increase sales by up to 30% through innovative pricing and marketing strategies.
- **Customer Relationship Management:** Skilled in building and maintaining long-term client relationships to drive business goals.
- **Negotiation and Closing:** Adept at negotiating deals and closing high-value sales.
- **Strategic Thinking:** Expertise in identifying and capitalizing on new market opportunities to expand market share.
- **Communication Skills:** Strong verbal and written communication skills to present sales pitches effectively.
- **Time Management:** Skilled in prioritizing tasks to meet sales targets and deadlines.

Hard Skills

- **Sales Process Management:** Proficient in managing the entire sales cycle from prospecting to closing.
- **CRM Systems:** Experienced in using CRM tools (e.g., Salesforce, Microsoft Dynamics) to manage pipelines and track customer interactions.
- **Sales Forecasting:** Skilled in analyzing data to forecast sales trends and set realistic targets.
- **Lead Generation:** Expertise in identifying, qualifying, and converting leads into loyal customers.
- **Productivity Tools:** Proficient in Microsoft Office Suite and Google Workspace for creating proposals, reports, and presentations. Decent knowledge of Visual Studio Code for web design and coding
- **Technical Proficiency:**
 - **Languages:** HTML, CSS, JavaScript, Python (Entry-level knowledge)
 - **Frameworks:** React
 - **Software Proficiencies:** ERP, SAP, WFM and CRM software

Professional Experience

Store Manager, Groceries & Non-Foods

Shoprite Circle Mall, Lagos | July 2023 – Present

- Delivered a 30% increase in departmental sales by implementing innovative pricing strategies and sales promotions.
- Strengthened customer relationships, resulting in a 20% increase in repeat business.
- Led a team of 15 staff members to meet and exceed sales targets through regular training and motivation.
- Collaborated with cross-functional teams to align sales strategies with business objectives.

Warehouse Inventory Manager

Shoprite Distribution Center, Lagos | September 2022 – July 2023

- Reduced inventory costs by 15% through effective stock management and supplier coordination.
- Ensured on-time delivery of products to stores, maintaining a 98% order accuracy rate.
- Introduced automation tools to optimize inventory tracking and space utilization.

Management Trainee (Various Departments)

Shoprite, Lagos Various Stores | May 2017 – September 2022

- Played a key role in achieving consistent revenue growth across multiple departments.
- Conducted training programs that improved team productivity by 20%.
- Managed daily operations and resolved escalated customer complaints to enhance customer satisfaction.

Education

- **AltSchool Africa (In Progress, Expected 2025):** Certificate in Front-End Engineering & Web Development
- **National Open University of Nigeria, Lagos (2014 – 2018):** B.Sc. in Information Technology
- **Methodist Boys High School, V/I, Lagos (2002 - 2008):** WAEC/NECO/SSCE

Certifications and Training

- Customer Service and Complaint Management – Atingi.com
- Strategic Relationship Management Training – Dextran Integrated Services
- Fire Safety & Risk Management – Gabson Firetech Ventures
- Fundamentals of AI – Atingi.com

Referees:

Available upon request.