

FRANCIS LAWRENCE OKECHUKWU

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CAREER OBJECTIVES:

To contribute both as an individual and as part of a team in the best capacity required towards the achievement of an organization's corporate goals. To exhaust all knowledge at my disposal and effort for the project and growth of any establishment/Institution and secure a position in a reputable firm where my skills experience and education will be developed towards achieving critical co-operate objectives.

WORK EXPERIENCE:

DATE

Area Sales Manager(ASM)

2023 till date

C-Way Nigeria Drinking Water Science and Technology
Company Limited, Lagos State

- Building the business within the Area using a variety of sales techniques.
- Targeting potential customers and accessing opportunities for sales.
- Arranging meetings with potential customers and selling product offerings
- Coaching and monitoring the sales team in other to achieve the Area goal
- Cold calling companies within the business and establishing needs
- Putting together a list of target companies within the area.
- Analyzing competitor activities in the region and assessing opportunities for business development.
- Working to revenue targets and KPI's as set by the sales director
- Networking with businesses in the territory and building relationships.
- Chasing sales leads from other members of the company.
- Working closely with other territory sales strategies to target large accounts.
- Keeping up to date with industry news to identify opportunities for new business.

Sales Representative

2021-2023

C-Way Nigeria Drinking Water Science
and Technology Company Limited, Lagos State

- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction

- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

Market Developer

2021-2023

C-Way Nigeria Drinking Water Science
and Technology Company Limited, Lagos State

- Developing marketing strategies for new markets based on research about consumer preferences and buying habits
- Creating promotional materials such as brochures and advertisements to promote products or services
- Developing and implementing advertising campaigns to promote products or services in target markets
- Coordinating with other departments to ensure that advertising is properly implemented
- Keeping track of results from advertising campaigns to determine which approaches are most effective
- Managing the implementation of all marketing campaigns, including identifying target markets and designing advertisements for print and electronic media
- Developing and implementing long-term strategies for increasing market share, based on demographic research and competitor analysis
- Preparing reports detailing the success of marketing campaigns, including sales figures and customer feedback

Safety Officer

2018

Daraju Industries Nigeria limited. Ogun state

- Advise and lead employees on various safety-related topics
- Prepare educational seminars and webinars on a regular basis
- Review existing policies and procedures
- Adhere to all the rules and regulations
- Work with HR to set up a new employee on-boarding process for safety
- Conduct risk assessment
- Enforce preventative measures
- Identify process bottlenecks and offer timely solutions
- Check if all the employees are acting in adherence with rules and regulations
- Prepare and present reports on accidents and violations and determine causes

- Oversee workplace repair, installations and any other work that could harm employees' safety

Human physiologist

2017

Neuropsychiatric Hospital, Nawfia, Anambra State

National Youth Services Corp (NYSC)

- Observing the human body in motion and tracking the activities of particular body systems in various environments
- Monitoring patients during exercise or cardiopulmonary diagnostic testing and recording observations
- Conducting research on the cellular structures and organ system functions of plants, animals, and humans
- Performing experiments to determine the effects of internal and external environmental factors
- Studying the glands and their relationship to bodily functions
- Maintaining and operating medical instruments and devices
- Studying and treating the effects of hazardous natural processes such as animal bites and plant venom and poisons
- Identifying materials and the spread of symptoms where an agent requires identification

Hospital clerk

2012

St. Charles Hospital Umuahia, Abia State

- Admitting patients
- preparing medical files
- Billing patients
- Scheduling staff meetings
- Support patients with filling out forms and scheduling appointments

Manager

2007

Elizabeth Agoha International Company, Owerri, Imo State

- Design strategy and set goals for growth
- Maintain budgets and optimize expenses
- Set policies and processes
- Ensure employees work productively and develop professionally
- Oversee recruitment and training of new employees
- Evaluate and improve operations and financial performance
- Direct the employee assessment process
- Prepare regular reports for upper management

- Ensure staff follows health and safety regulations
- Provide solutions to issues (e.g., profit decline, employee conflicts, loss of business to competitors)

PERSONAL SKILLS

- Proficiency in Microsoft word, PowerPoint, excel
- Leadership skills
- Ability to work with less supervision
- Ability to adapt to different work environment
- Team work and welcoming ideas from colleagues.
- Good communication and negotiation skills
- Ability to tactfully handle stressful and difficult situations
- Ability to multitask

EDUCATIONAL INSTITUTIONS ATTENDED WITH DATE / QUALIFICATION

2018	National Youth Service Corps (NYSC)
2016	Bachelor of Science Degree in Human Physiology (B.sc Physiology) University of Uyo, Akwa-Ibom State
2008	Senior School Certificate (NECO) Morning Star International Secondary School, Oyibo, Rivers State
2000	First School Leaving Certificate Oloko Community School, Ikwuano, Abia State

AWARDED CERTIFICATES:

2017	Proficiency Certificate in Business / Project Plan and Development Association of Entrepreneurs and Technologist of Nigeria (ASETNIG.)
2018	Certificate of participation in peer education training course (NYSC) Reproductive Health and HIV / AIDS prevention project (Supported by UNICEF, SFH, WHO)

PERSONAL DATA:

Sex;	Male
Marital Status:	Single
Nationality:	Nigerian
Religion:	Christianity
Language Spoken:	English and Igbo

EXTRACURRICULAR ACTIVITIES

- Reading motivational Books
- Driving
- Table tennis
- Football

PROJECT AND RESEARCH WORK (PERSONAL CONDUCTED)

The effect of exercise on heart rate and breathing rate in males and females. A case study of University of Uyo, UyoAkwa-Ibom State
(Unpublished 2016)

REFEREES

DR. S.O ITA

HOD, Human Physiology Department,
Faculty of Basic Medical sciences,
University of Uyo, Uyo
Akwa-IbomState
07038793401

DR C.C. ONURAH FWACP (Psych)

Consultant –in-Charge
Neuro-Psychiatric Hospital
Nawfia Anambra State
08035520013

MRS. ANUSIEM JANE

Principal,
Goodwill International Secondary School, Aba
Abia State.
08037551239