

# ADETAYO IFEOLUWA ADEKANLA

Adekson22@gmail.com | +44 7721713950

## PROFESSIONAL SUMMARY

To build a career in a growing organization, where I can get the opportunities to prove my abilities by accepting challenges, fulfilling the organizational goal, and climbing the career ladder through continuous learning.

### EDUCATION

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MASTERS DEGREE -  
UNIVERSITY OF EAST ANGLIA  
*Business and Management*

Norwich, United Kingdom  
January 2024 - present

BACHELOR'S DEGREE -  
EKITI STATE UNIVERSITY  
*Physics & Electronics*

Ado-Ekiti, Nigeria  
August 2011 – September 2017

- **Grade:** Merit

### WORK EXPERIENCE

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ABEL SELL LIMITED  
*Business Development Manager*

Lagos, Nigeria  
January 2021 – August 2023

- Created development plans and forecasted sales targets and growth projections which increased the company's revenue by 60%
- Meeting existing and potential clients and built positive relationships
- Identified market opportunities through meetings, networking, and other channels
- Trained business developers and sales colleagues
- Prepared financial projections and sales targets which helped expand the company's reach all over Nigeria and neighboring African countries.

ABEL SELL LIMITED  
*Procurement Manager*

Lagos, Nigeria  
August 2020 – August 2023

- Reviewed and negotiated contracts with vendors and suppliers
- Helped forecast needs and supplies which helped reduce wastage by 20%
- Researched suppliers and vendors that meet the goals of the company
- Managed inventory
- Balanced department budgets with needs which eradicated excess expenditure

BUA SUGAR REFINERY  
*Instrumentation Engineer*

Lagos, Nigeria  
April 2019 – June 2020

- Managed, monitored, and serviced the equipment used for production
- Participated in installing new control process equipment
- Implemented preventive maintenance schedule

OPAY  
*Customer Care Officer*

Lagos, Nigeria  
March 2018 – March 2019

- . Handled Customer complaints
- . Ensured that sales targets are met

- . Help resolve highly technical customer's problems
- . Collected Customers feedback
- . Designed Customer Service Protocols

## EXTRA-CURRICULARS & VOLUNTEERING EXPERIENCE

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Ekiti State University	Ado-Ekiti, Nigeria
<ul style="list-style-type: none"><li>• <i>Speaker</i>, National Association of Science Laboratory Student</li></ul>	2016 – 2017
Methodist Church Nigeria, Archdiocese of Lagos Nigeria	Lagos,
<ul style="list-style-type: none"><li>• President, Methodist Youth Fellowship, Lagos State</li></ul>	2020 - 2023

## SKILLS AND INTEREST

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**Skills:** English (Native), written communication, Team building, Analytical and Critical thinking, Attention to detail, Flexible and Adaptable, Sales, Leadership.

**Interests:** Recording music Vocalist, Stage name: JustTayo (YouTube, Audiomack, Apple Music, Spotify), football fan (Liverpool), Management

**Other certifications:** Project management (3mtt)