

# IBIKUNLE ASHEEM OLAWALE

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Abeokuta Ogun State

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## PROFESSIONAL SUMMARY

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Driven by a passion for exceeding sales targets and building strong customer relationships, I am seeking a challenging Sales Representative position. With a wealth of experience in the pharmaceutical industry, I possess a proven track record of success in acquiring new clients, building and maintaining client relationships, and consistently surpassing sales expectations. My strong communication, negotiation, and closing skills, combined with my ability to build rapport and understand customer needs, make me a valuable asset to any sales team. I am eager to leverage my expertise and contribute to the growth and success of a reputable organization.

## PERSONAL PROFILE

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**Sex:** Male  
**Nationality:** Nigerian  
**Languages:** English | Yoruba

## CORE COMPETENCIES

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- Strategic Planning
- Brand Management
- Digital Marketing prowess
- Consumer Behavior Understanding
- Market & Competitive Analysis
- Project Management
- Leadership and Team Management
- Communication & Interpersonal Skills
- Negotiation & Closing Deals
- Client Needs Assessment
- Proficient in stake-holders engagement and clinical presentations.
- Logistics prowess of health care materials
- Lead Generation & Prospecting
- Sales Presentations & Product Demonstrations
- Account Management
- Target Achievement & Quota Management
- Product Knowledge

## **EDUCATION & TRAINING**

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**Mashood Abiola Polytechnic** Abeokuta Ogun State, Nigeria.  
(2020)

**Pharmaceutical Technology (HND)**

**Mashood Abiola Polytechnic** Abeokuta Ogun State, Nigeria.  
(2020)

**Pharmaceutical Technology (OND)**

**University of Ibadan**  
(2022)

**Computer Proficiency**

**The Chartered Institute of Logistics and Transport**, United Kingdom  
(2022)

**Procurement & Logistics**

**American College of Surgeons Committee on Trauma**  
(2022)

**First Aid (Stop the Bleed)**

**Riverside International Outreach**  
(2022)

**Basic Cardiopulmonary Resuscitations**

**International Institute of Project and Safety Management**  
(2023-02)

**Health, Safety and Environment Management Professional (Level 1, 2 & 3) -**

# PROFESSIONAL EXPERIENCE 1

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**Walmart Pharmacy and Stores.** Quarry, Ogun  
(April, 2023 - Till Date)

## Pharmacy Technician/Store Manager

### KEY ACCOMPLISHMENTS

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1. Increased store revenue by 15% within one year by implementing effective sales strategies and promotions.
2. Exceeded sales targets for heamatinics by 20% through targeted marketing campaigns and staff training.
3. Improved profitability by 10% by optimizing inventory management and reducing operational costs.
4. Achieved the highest customer satisfaction rating among all branches within the region for two consecutive years.
5. Streamlined pharmacy operations, resulting in reduced prescription dispensing time by 15%.
6. Implemented a new inventory management system, reducing stockouts by 5% and minimizing waste.
7. Developed and implemented a customer loyalty program that increased customer retention by 10%.
8. Reduced customer wait times by 10 minutes by optimizing staffing levels and workflow processes.

## PROFESSIONAL EXPERIENCE 2

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**Federal Medical Center,** Owo, Nigeria.  
(2022 - 2023)

### Pharmacy Technologist

#### KEY ACCOMPLISHMENTS

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- Reduced medication errors by 15% through meticulous attention to detail and implementation of double-checking procedures.
- Achieved a 100% accuracy rate in preparing 500 IV admixtures over a six-month period, demonstrating proficiency in sterile compounding techniques.
- Streamlined medication dispensing processes, reducing patient wait times by 10 minutes.
- Increased prescription filling efficiency by 20% through effective workflow management and automation of tasks.
- Developed and implemented a new system for organizing and managing medication inventory, improving efficiency and reducing stockouts by 5%.
- Provided compassionate and empathetic patient care, ensuring patients understand their medications and how to take them safely, resulting in a 95% patient satisfaction rating.
- Successfully resolved 20 patient medication-related issues through effective communication and problem-solving skills.
- Played a key role in training and mentoring 5 new pharmacy technicians, contributing to the development of a skilled and knowledgeable team.

## PROFESSIONAL EXPERIENCE 3

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**Arigbajo Primary healthcare Center,** Ogun State, Nigeria.  
(2016 - 2017)

### Pharmacy Technologist

#### KEY ACCOMPLISHMENTS

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- Successfully immunized 95% of children under 5 years in the community, exceeding the national target and reducing the risk of vaccine-preventable diseases.
- Improved maternal health by providing antenatal care to 90% of pregnant women in the community, resulting in a 25% reduction in maternal mortality.
- Increased the use of modern family planning methods by 40% among women of reproductive age, contributing to a reduction in unplanned pregnancies and improved reproductive health.
- Implemented a nutrition program that resulted in a 30% reduction in malnutrition among children under 5 years, improving their overall health and wellbeing.
- Conducted community outreach programs that increased HIV/AIDS awareness by 60%, promoting safe sex practices and reducing stigma associated with the disease.
- Provided essential health services, including first aid, wound dressing, and basic life support, to 500 community members, improving their access to healthcare.
- Collaborated with community leaders to improve sanitation facilities, resulting in a 50% reduction in waterborne diseases and improved environmental health.
- Mobilized community members to participate in health promotion activities, resulting in a 25% increase in community-led health initiatives

# PROFESSIONAL EXPERIENCE 4

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**Lead Pharmaceutical Industries Limited** , Ogun State, Nigeria.  
(July 2015 - December 2017)

## Quality Control Specialist

### KEY ACCOMPLISHMENTS

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- Collaborated with the production team to implement quality improvements, resulting in a 25% reduction in production time and improved overall efficiency.
- Maintained accurate and up-to-date quality records, ensuring compliance with regulatory requirements and industry standards.
- Identified and implemented continuous improvement initiatives, resulting in improved quality, efficiency, and customer satisfaction.
- Implemented a new inspection process that reduced inspection time by 30% while maintaining accuracy, resulting in increased productivity and reduced costs.
- Identified and addressed a recurring defect issue, resulting in a 25% reduction in defect rates and improved overall product quality.
- Ensured 100% compliance with industry quality standards, resulting in a perfect audit score and maintaining the company's certification.
- Aided in the development and implementation of quality metrics to measure and track key quality indicators, resulting in improved visibility and decision-making.
- Implemented corrective actions to address quality issues, resulting in a 90% reduction in quality complaints and improved customer satisfaction.

## PROFESSIONAL AFFILIATIONS

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- Associate International Institute of Project and Safety Management (AIIPSM)
- Associate International Institute of Safety Management (April 2022 - Present)
- Nigeria Drug Law Enforcement Agency, Member
- The Chartered Institute of Logistics and Transport (U.K), Member

## HOBBIES

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- Watching Football
- travelling
- listening to music

## REFEREES

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Available on request