

# Ademola Alayemola

Lagos, GU

-Email me on Indeed: <http://www.indeed.com/r/Ademola-Alayemola/3a1dc132af6f30cd>

Willing to relocate: Anywhere

Sponsorship required to work in the US

## Work Experience

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### **Business Development Lead - Cloud Business**

MainOne Cable Company

June 2019 to January 2020

Job Functions:

- Qualify leads and develop a business plan that will bring sustainable and repetitive business opportunities
- Manage the sales team to ensure higher growth in the Cloud and Data Center business
- Built and maintained relationship with decision makers and key business partners
- Educated sales representative about the Cloud and Data Center business
- Established sales objectives by determining territories and industries where we can get and maintain business deals
- Engaged in complex sales negotiation and did several presentation to clients on Cloud and Data Center solutions

### **Senior Executive**

Cyberspace Networks Limited

Cloud Business

Job Functions:

- Worked closely with marketing to create sales collateral and generate new leads
- Worked closely with the sales team to ensure effectiveness in customers success and satisfaction
- In charge of customers experience and channel sales
- First point of call to conflict resolution of customers incident and service management

### **Presales Manager (West Africa)**

Ison Technologies

Job Functions:

- Responsible for Data Center and Cloud solution sales
- Responsible for driving collaboration between the sales team across East and West Africa
- Co-ordinated sales teams best practices and demonstrated Executives leadership competences across the region where we are located
- Conducted high level sales calls, meeting, and training for sales prospects.

### **Team Lead**

Dimension Data

Cloud and Data Center

## Education

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### **Bachelors of Engineering in Electronics and Computer Engineering**

Lagos State University

2010

### **School Certificate**

Lagos State Model College

2002

### **Leaving Certificate**

Lagos State University Staff School

1996

## Skills

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- Experienced Presales, Cloud and Data Centre Architect with strengths in Cloud Computing, Software Development, Customer service, DataCentre Implementation and Support. Proven skills in IT Business Analysis and Development, IT Consulting, DataCentre design, IT Support and Project delivery. Successful in developing business strategies and solutions that have resulted in over 80% increase in new clients. Versatile, Reliable and Efficient with excellent digital communication skills. Adaptability, Collaboration, Communication, Influencing, Integrity. Leadership, Problem-Solving, Negotiation, Team-Work, Time Management. Process and detailed oriented.

Sales negotiation and customer success management  
In-depth knowledge of Cloud Computing and Automation.  
Incident, Request and Change Management Administration.  
Enterprise System Design, Zoning, Storage and Network Configuration.  
DataCentre Architectural Design.  
Extensive knowledge of Microsoft office packages & tools  
Presales and Sales Activities / Proof of Concept Specialty  
Analysis and Delivery on Technology Service Level Agreement  
Extensive knowledge of Business Proposal and Research Report Write-ups

#### TECHNICAL EXPERIENCE

Cloud Engineer for Financial Trust Group  
Cloud Engineer for FMDQ OTC Securities Exchange  
Cloud Engineer for Edo State Government House  
Team member on installation of (5) IBM3650 rack servers at Nigerian Stock Exchange  
Carried out various preventive maintenance on Servers and Storage at Central Bank of Nigeria  
Team member on installation of Symmetrix VMAX and V-block at United Bank of Africa  
In-house support for Servers, Desktop & Laptop. Dimension DataWest Africa  
IT Administrator for Alexander Forbes  
Systems Engineer for Execujet Aviation

Team Member Installation and Configuration of EMC VNX, CISCO-UCS Servers for Africa Reinsurance at Rack Centre (Colocation)  
DataCentre Maintenance and Support Engineer for Lagos State Government (ABAT Centre)  
Project Engineer for Colgate Palm-Olive  
EMC Implementation and Support Engineer for Addax  
Petroleum EMC Implementation Engineer for Forte Oil  
Team Lead IBM Power 8 Installation for Forte Oil

- Cloud Development
- AWS

- Azure
- Linux
- Microsoft SQL Server
- Data Center Experience
- Java