

BAKARE AYOBAMI SAFIAT

15, Afariogun Street off Awolowo way, Ikeja, Lagos
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PERSONAL SUMMARRY

A result driven, committed, goal-oriented and articulate sales representative with excellent communication skills and a high level of customer commitment. Multi-skilled with the ability to plan & manage territory whilst and maintaining & developing existing and new customers through ethical sales methods and consistent high customer service. Possessing a good team spirit, deadline orientated and having the ability to succeed in a demanding environment Now looking forward to making a significant contribution in an ambitious and exciting company that offers a genuine opportunity for progression.

AREAS OF EXPERTISE

- Identifying sales opportunities.
- Closing sales.
- Extensive product knowledge.
- Client acquisition and retention.
- Customer service.
- Business development.

WORK EXPERIENCE

Africa Retail Solutions Limited

Sales Executive Oct 2018-present

Responsibilities:

- Address client concerns and ensure the resolution of issues in a timely manner.
- Participation in team building and sales training events.
- Working as part of the sales team to develop both new and existing markets.
- Writing accurate & informative sales reports and documentation.
- Evaluating competitor activity and developing appropriate responses.
- Liaising with customers & the dealer network to answer and resolve their queries.
- Identifying and then researching potential leads and opportunities.
- Constantly developing existing sales processes which will generate sustainable growth.

Essenza International (L'Oréal Lux (Yves Saint Laurent and Lancôme))

Business Development Officer Apr 2016-Oct 2018

Responsibilities:

- I developed and maintained an effective environment to achieve sales targets.
- I monitored appropriate inventory level in the store.
- I assisted customers and provide information on vast array of products in the store.
- I participate in various marketing training sessions for the organization.
- I organize and participate in staff meetings on a regular basis.

Haultrac Limited

Customer Service Representative

June 2015- March 2016

Responsibilities:

- I answered potential customers' questions about the company's products and services and suggesting information about other products.
- I maintained customers' records by updating account information.
- Resolved product or service problems by clarifying customers' complaint and follow up to ensure resolution.
- Contributing to team effort by accomplishing related results as needed.

International Energy Insurance (NYSC)

Administrative Officer

2013- 2014

Responsibilities:

- I attended to clients' needs and gave them the necessary information they require.
- I received emails and calls for the company.
- I filed documents for the company.

ACADEMIC QUALIFICATIONS

B.Sc. (Hons) Insurance (Second Class Lower Division)

University of Lagos, Akoka

2008-2012

West Africa Senior Secondary School Leaving Certificate

Providence Heights Secondary School
2007

2001-

KEY SKILLS AND COMPETENCIES

- Good communication skills and interpersonal skills
- Ability to work independently and as part of a team.
- Ability to deal tactfully with problems.
- Proficient in Microsoft word, PowerPoint, Microsoft excel and internet research.
- Quick learner with good grasping ability, Action-oriented and result-focused.

REFERENCES:

Available on request

Bakare Ayobami Safiat, ayobakrry@gmail.com