

MAYOWA ADEDIRAN

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EXPERIENCE

Business Development Specialist (Intern)

Verstaad Technologies, Lagos

November 2017 – Till Date

- Developed business development and sales strategies applied across the technology, drones and engineering business units that helped gain new customers and manage existing customers.
- Prepared proposals for new business opportunities for the company's Microsoft products and managed relationship with exciting customers and prospects using CRM tools (Microsoft Sharepoint CRM).
- Conducted industry research to find out trends that enabled the company position itself in the Nigerian market.
- Prepared user manuals for new custom software developed for customers.

Business Development Executive

Systemspecs Nigeria Limited, Lagos

April 2015 – October 2016

- Member of the team that handled all correspondence for clients' integration to the payment gateway from request to UAT and go-live. I was responsible for managing over 50 accounts across all industries and public sector.
- Handled POS terminal requests, configuration and delivery to clients.
- Carried out hands-on training for the e-payment product users, support product users remotely and off-site and proffered solutions to challenges.
- Researched and qualified leads to gain sales opportunities for e-payment, e-payroll and e-collection products, developed proposals, delivered presentations and closed sales offer.
- Contacted prospective client via emails, cold calling and meetings resulting to an increase in sales of Remita products.

EDUCATION

MSc. e-Business Management

University of Warwick, UK

October 2013 – January 2015

B.Eng. Electrical/Electronic Eng

Covenant University, Nigeria

September 2008 – July 2013

TRAINING/CERTIFICATIONS

Driving Strategic Innovation and Business Development -

Lagos Business School

November 2017

ITILv3 Foundation

Certification

October 2016

SKILLS

Creative and Analytical Thinking, Verbal and Oral Communication, Problem Solving, Teamwork, Product Management, Prototyping, UX/UI Design, SEO

PROGRAMMING LANGUAGES

HTML/CSS, SASS, JavaScript (ES6)