# **OLAGUNJU OLADAYO DAVID**

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 Lagos State, Nigeria 23401.  
  
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**OBJECTIVE:**   
  
 I am a self-driven individual with over 6 years of experience in Marketing/Sales and Customer service delivery, having garnered experience in top leading real estate organization. My goal is to work in a challenging and dynamic environment where I can input my knowledge into an organization that has passion for distinct excellence.

**SKILLS:**

* Sales Management
* Customer Relations
* Market Analysis
* Client Relations
* Executive Team Leadership
* Time Management
* Product Knowledge
* Leadership
* Negotiation
* Team work
* Observant of sales trends in the market area
* Great communication skills with customers coworkers and superiors

**EXPERIENCE:**

LANDMARK CORPORATE REALTY LIMITED  
  
**DESCRIPTION & RESPONSIBILITY:**  
(Customer Support & Sales Representative) 2013-TILL-DATE.  
  
**-** Researched the market area in relation to the products being sold  
  
**-** Prepared informative documents to be used in sales and marketing  
  
**-** Return phone calls to customers with complaints or inquiries  
  
**-** Follow-up with potential clients to determine whether a decision has been reached  
  
**-** Assisting clients worldwide through an on-line Live Support.  
  
**-** Answering e-mails, assisting with the opening of client accounts, amending existing accounts, maintaining client records and liaising with appropriate departments.  
 **-** Impeccable telephone etiquette and management. **-** Handling of Back office queries.  
  
**-** Supporting clients with technical and troubleshooting issues.  
  
**-** Dealing with complaints of a varying nature promptly and effectively.  
  
**-** Providing support and trouble shooting on Meta Trader platforms.  
  
**-** Liaising with all departments to resolve issues.  
  
**-** Liaising with the compliance officer regarding complaints and approval of accounts.  
  
**-** Providing all relevant information to clients regarding documents and materials for becoming a client.

PORTAL REALTIES LIMITED  
  
**DESCRIPTION & RESPONSIBILITY:**  
(Marketing & Sales Representative) 2011-2013.  
  
**-** Acquires new customers from an assigned geography, and/or a set of names prospects.

**-** Leads all aspects of the sales process, while calling upon other company sales resources to assist in solution development, proposal delivery, and implementation, as needed or as directed by management.

**-** Sells a subset of company products and services to assigned opportunities.

**-** Refers opportunities for growth in products and services to other company sales resources as appropriate.

**-** Manages new customers’ implementation by directing company implementation resources and by managing customers’ expectations and satisfaction with the implementation process.

**-** Ensures a seamless transition of customer responsibility to the account manager following a successful implementation.

**-** Assist other sales and services resources when called upon by the field sales and marketing manager.

**-** Create and strengthen the online media awareness of the company and company's products.

**EDUCATION:   
  
SSCE (SECONDARY SCHOOL CERTIFICATE EXAMINATION) {2006}**

New Erral College, Abule Egba, Ijaiye, Lagos State.

**FIRST SCHOOL LEAVING CERTIFICATE {1998}**

Molete Baptist Goodwill Nursery & Primary School, Ibadan, Oyo State.

**REFERENCE**

**Dr. Harrison Agboifoh**

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Managing Director

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**Dr. Fashogbon Oluwatayo Solomon**

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