

KOLAPO SEUN OJEYEMI

OGBA LAGOS, NIGERIA

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CAREER OBJECTIVES

Dedicated and results oriented professional with a strong background in sales with a passion for data analysis. Equipped with comprehensive training in data analysis techniques including microsoft Excel, power BI and SQL. Adept at leveraging analytical skills to derive actionable insights, inform strategic decisions, and drive business growth.

Eager to apply my analytical skills as Sales Analyst.

CORE COMPETENCE

- Data analysis: proficient in Excel for data manipulation, analysis, and visualization.
- Visualization: skilled in creating engaging visualization using power bi to convey insights effectively.
- SQL proficiency: proficient in writing SQL queries to extract, manipulate and analyze data from databases.
- Sales Analysis: Experience in applying data analysis to optimize sales strategies and drive revenue growth
- Business Insights: Ability to translate complex data into actionable insights that inform business decisions
- Communication: strong communication skills, adept at presenting data-driven insights to non-technical stakeholders.
- CRM: proficient with the use of CRM such as Zoho, and Hubspot

EXPERIENCE

Reliance Health

Sales Officer

April 2024 - Present

- Conduct engaging sales presentations to potential clients, highlighting the value of HMO plans to their needs.
- Qualified leads with critical questioning by assessing prospect's needs and determining the appropriate solutions to offer.
- Perform cold calling to establish connections with potential clients, resulting in the expansion of the client base.
- Develop and implement sales strategies aimed at improving conversion rates, and increasing revenue.
- Leverage on data to identify potential sectors, location and peculiar pain point

Flicker rave Academy

Data Analysis Tutor (part-time)

Sept. 2023 – Present

- Train individuals from zero knowledge to becoming an Analyst on data analysis tools such as: Microsoft Excel, PowerBI and SQL.
- Trained and enlightened over 100 individuals from different profession on Excel through the company's free webinars.
- Analyze the company's data to make data driven decisions.

SalesRuby

Jul. 2023 – Jan. 2024

Business Growth Consultant

- Collaborate with clients to develop growth strategies tailored to their unique business needs.
- Analysis the impact of the services to determine the effectiveness as after sales service.
- Handle sales presentation on company's product, negotiation and critical questioning.
- Build a strategic plan to increase the company's revenue by over 30%

Heirs life

Jan. 2023 – Dec. 2023

Financial Advisor(Remote)

- provides guidance and advice on various aspects of personal and corporate finance, such as investments, retirement planning, and insurance policies.
- Independently creating the outreach opportunities to engage the community, individual consumers and key business constituencies with proactive insurance sales, education and service support.

Direct sales agent**Feb. 2020 – Jan. 2022****Union Bank of Nigeria**

- Ensures timely processing of all initiated customer transactions, with specific emphasis on account opening and cheque book issuance
- Sells the banks' products proactively to new and prospective customers
- Obtains relevant documents on all bank products sold, such as identity documents and business registration documents.
- Maintain accurate records of all sales activities, budget achievement, and cross-sell referrals.

Customer Relationship officer**Dec. 2019 – Feb. 2020****Assurance microfinance bank Abuja**

- Evaluated loan applications and documentation by confirming credit worthiness while processing loan application of successful clients.
- Analyzed potential loan market and developed referral networks to locate prospects for credit product
- Pursued the sourcing of new accounts and client and client or savings mobilization
- Conducted pre-loan training and also oversaw client and guarantor's verification.

Administrative Assistant – Jos Electricity Distribution (JED) plc Jos, Plateau State**Dec. 2018 – Nov. 2019**

- Reported to management about assets utilization and audit results, and recommend changes in operations and financial activities
- Directed activities of personal engaged in the filing, recording, and transmitting financial activities
- Produced up-to-the-minute information, using internal computer system, to allow management base decisions on actual, not historical, data

EDUCATION**Certified Data Analyst – Dataleum, Lagos**

2023

Google Data analyst – Google/courser

2023

BSc. Public Administration – University of Ilorin

2018

OND marketing – Federal Polytechnic Ado – Ekiti, Ekiti State

2013

PROFESSIONAL DEVELOPMENT

Effective Sales Execution Training – SalesRuby

Sales Leadership Excellence – SalesRuby

Understanding stakeholders buying decision in B2B – LinkedIn

Marketing to diverse Audience – LinkedIn

Certified in customer service and relationship management – skilled edge LTD. Consulting

LEADERSHIP EXPERIENCE

- President – Peer Educators Trainer Community Development Group (NYSC) 2019
- Senate President – University of Ilorin, Faculty of Management Sciences 2018
- Prior President – University of Ilorin, Public Administration Department. 2014/2015

REFERENCES

Available upon request.