

Taiwo Favour Damilola

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A Business Development Strategist embedded with the goals of achieving great results based on Hardwork, Motivation, influential leadership, emotional intelligence and great communication to build strong relationship with clients and co-workers.

I also create market research survey in order to be kept updated about new changes in market that would help in improving FMCG companies sales in the open market.

Professional Experience

Alerzo Ltd

05/21 - Present

Supervisor, Business Development & Expansion (Growth)

- Giving Strategies on how to make productive sales for the company by making the team exceeding their target
- Engaging Customers in an Active Customer Relationship Management in order to know how the services of the company can be improved
- Making a Market Research in the open market in order to be aware of new development based on Products, Prices & Fulfillments
- Creating a strategy on how a successful deployment & adoption of Technology products to market women(informal retailers and Wholesalers) can be made.
- Expansion of Company(Growth) to other Cities in order to become live and start operations by setting up a team and creating awareness.

Pegasus Enterprises

01/21 - 05/21

Parts Sales Manager

- Ensure productive sales are being made by exceeding the target set by the company
- Giving Strategies on how to achieve greater results amidst team members.
- Taking a record of every sales made and inputting in an excel sheet for proper Documentation

Rhema Chapel Intl College Farm

08/19 - 01/21

Farm/ Inventory Manager

- Ensuring Farm is kept in good order
- Taking proper Farm Records and Documenting them

Education

Federal College of Agriculture Ibadan

12/16 - 10/18

National Diploma - Upper Credit

Government College Ibadan

09/10 - 05/16

SSCE

Projects

Onboarding Of Customers

05/21 - 09/21

- Onboarding of over 10,000 retailers in oyo state Ibadan, and recording a weekly target of approximately 600 new retailers.

Customer Relationship Management

07/21 - 09/21

- Creating strong relationship with Customers and building trust with them to keep them active with the company's services
- Converting Inactive Customers into active Customers to increase revenue of the company.

Deployment Of Alerzoshop App

10/21 - 02/22

- Leading and Creating a strategy to deploy the Alerzoshop app which is a Technology products developed for retailers to get products by placing order through the app to over 1000 Customers and a successful adoption was achieved by the customers.

Redundant Product Push

03/22 - 05/22

- Creating a strategy to sell out redundant SKU'S at Company warehouses to generate more income for the company and to save company from Loss.

Customer Experience & Satisfaction

04/22 - 06/22

- Making a research on how services of the company can be improved to Customers, implementing every solutions that can help in retaining Customers and getting satisfied.

Key Skills

- Technology (html & Css)
- Microsoft Excel
- Emotional intelligence
- Influential Leadership
- Market Research
- Marketing Strategy
- Excellent Communication
- Technology Adoption
- Customer Experience & Satisfaction

Interests

- Reading
- Making Research
- Ideas Creation
- Meeting People

References

Jamachi Chris Asoluka - Asst Dir Business Development And Expansion Director , Alerzo Ltd
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