# AJAYI SUNDAY

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## OBJECTIVES

Results-driven Sales man, with strong analytical and innovative capabilities, committed to driving revenue growth, expanding market presence, and exceeding organizational targets. Adept at developing effective sales strategies, leading high performing teams, and building strong customer relationships to enhance profitability and customer satisfaction. A proactive self-starter with a continuous learning mindset, dedicated to contributing to organizational success through collaboration, strategic thinking, and exceptional execution.

## PERSONAL DATA:

| | |
|---|---|
| **Date of Birth** | 26th April, 1987 |
| **Sex:** | Male |
| **Place of Birth:** | Ado Ekiti |
| **State of Origin:** | Ekiti State |
| **Marital Status:** | Single |
| **L.G.A** | Ado Ekiti LGA |
| **Religion:** | Christianity |
| **Nationality:** | Nigerian |
| Language(s) | English, and Yoruba |

## SCHOOL ATTENDED WITH DATES:

- Ekiti State University, (EKSU) 2009-2014
- El-shalddai Comprehensive High School, Oshogbo 2000-2006
- Salvation Army Primary School Oshogbo 1994-2000

## QUALIFICATION OBTAINED WITH DATES:

- B.Sc English Education 2014
- National Examination Council (NECO) 2006

## WORKING EXPERIENCE:

**OPAY DIGITAL COMPANY:**

2025 - Till date

Post: Business Developer (POS Business)

Coordinate sales team, and send in daily report.

**SUPERBRANDZ GLOBAL DISTRIBUTION LIMITED**

2025

Post: Sales Supervisor (modern trade)

KPI: Achievement of Sales volume and Collection target

- Coverage: 80% outlets to be billed every month.
- Outstanding less than 45 days of every month.
- Visibility – At Eye level and Share of shelves more than market share.
- 100% Volume target for 80% of the Categories to be achieved every month.
- New Customer to be added as per the monthly coverage plan.
- Focus on new products and achieve the volume and coverage target.

**VENDEASE**

2022-2024

**Post**: Procurement Analyst

KPI: Create brand awareness and increase sales.

Identify geographic location of sales campaign and target prospective

Customers.

Accountability of sales team

Hold daily review with sales team

**FAREAST MERCHANDISE COMPANY (FMCL)**

2016-2022

**Post**: Sales Supervisor (Modern trade)

**KPI**: Conduct market survey and give report on new and competitive products in the market.

Develop existing and new customers.
Work with sales team to increase sale

Send weekly and monthly stock balance of key distributors

Send weekly report and monthly report of sales team
Review and train sales team

## SKILLS AND ABILITIES

- Effective communication
- Management
- Innovative Ability to create new ideas, to minimize cost and maximize profit
- Ability to work under pressure
- Interpersonal social skill
- Strong negotiation

## HOBBIES

Meeting People, Reading, listening to music and playing chess

**REFEREES:**

**MR. KAYOED ZUBAIR**
Tel: 07066292111

**MR. JEREMIAH JOHNSON**
**Manager**
Family wellness supermarket
Life camp, Abuja
Tel: 07025805046