AYODELE OLUSOJI AYINDE



CAREER OBJECTIVES.

To provide high quality services, products, & human management, in a work environment, where performances are achieved and integrity is valued, and where there are opportunities for career development and advancement.

EDUCATIONAL BACKGROUND.

- Higher National Diploma (HND) Microbiology.
  The Polyechnic, Ibadan, Oyo-State, Nigeria. (2004).

- National Youth Service Corps (NYSC). (2007).

- Nigeria Institutes of Management (NIM-NYSC). (2009).

- Nigeria Institutes of Management (NIM-GRADUATE). (2010).

WORKING EXPERIENCE.

SOLBIS ENERGY & TECHNICAL LTD. Festac town, Lagos.
SALES & MARKETING MANAGER (Oct 2024 - Till date).

JOB RESPONSIBILITIES :

- Developing and implementing effective sales and marketing strategies.
- Building strong, trust-based relationships with clients, partners, and stakeholders by understanding their unique needs and providing reliable energy and technical solutions.
- Identifying new business opportunities, expanding into new markets, and nurturing long-term customer partnerships that contribute to the company's success.
- Leading, motivating, and mentoring the sales and marketing team to achieve outstanding performance while fostering collaboration, innovation, and accountability.
- Conducting market research to monitor industry trends, customer preferences, and competitor activities, ensuring the company remains competitive and responsive.
- Collaborating with technical and operational teams to ensure seamless project delivery and exceptional customer satisfaction.
- Monitoring sales performance, analysing key performance indicators, and preparing accurate reports to support informed business decisions.

OPTIMUS AI-LAB, Huges Ave, Alagomeji-yaba, Lagos.
(Hotel Management Solution).
SALES PARTNERSHIP. (July 2023 - July 2024).

JOB RESPONSIBILITIES.

- Located hotels & motels as our major market targets.
  Got the addresses of the hotels, & names of contact person(s) for purpose of follow up or rescheduled appointments.
- Presented products (Hotelogix) to managers or concerned management staffs, explained the product's working principle and efficacy of the App.
- Gave out flyers for operational guidance.
- Demo presentation by sales/marketing team, got orders, closed deals, & onboard.

AMAZON DUBAI, United Arab Emirates.
(Warehouse, Delivery Station and Logistics).
ASSOCIATE. (June 2021 - Aug 2022).

JOB RESPONSIBILITIES.

- Received, Sorted, & Distributed Shipments.
- Ensured packages and Shipments are loaded into trucks for convenient distribution to various locations.
- Exchanged safety tips daily with coworkers to improve work environment safety.
- Scanned bar codes on shipments, to automatically update inventory tracking and counts.

GREEN COAST NURSERIES, FUJAIRAH. United Arab Emirates. (Farm products).
ASSISTANT SUPERVISOR.(Marketing). (Oct 2019 - Dec 2019).

JOB RESPONSIBILITIES.

- Led a group of staffs and managed workers task delivery.
- Managed and Supervised employees, activities, & ensured maximum output and productivity.
- Attended to customers' needs in an effective and efficient manner.
- Detailed clients on different products and getting commitments to ensure they visit again.
- Ensured good publicity & customer satisfaction.

ISTUNE HOTELS & RESORTS. Plot 14, Sijuade road, Akure, Ondo-state.
MARKETING MANAGER. (Sep 2017 - April 2019).

JOB RESPONSIBILITIES.

- Primarily responsible for executing sales strategy with the objective of maximizing revenues.
- Prospected for new business, while I nurtured and maintained old customers and accounts.
- Created advertising and promotional programs for hotel and hotel chains.
- Drove business expansion.
- Made profitable use of accommodation, meeting, and leisure facilities.

FIDSON HEALTHCARE PLC. Plot 979, ikorodu/ilupeju expressway, Lagos.
SALES EXECUTIVE/KEY ACCOUNT MANAGER. (July 2013 - May 2017).

JOB RESPONSIBILITIES.

- Identified, Segmented, & managed key accounts. (Distributors).
- Did meetings and presentations of pharmaceutical products, with Nigeria Association of Patent Medicine (NAPMED), Medical institutions (Hospitals/Health centres), and Pharmaceutical outlets.
- Followed up on products/stock balance, customers orders, Logistics processes, & products distribution, to ensure that customers receives products timely.
- Probed relentlessly to get commitment from new prospects.
- Achieved sales targets and identified existing business opportunities.

CROSS MARKETING SUPPORT LIMITED. 2 Kaffi street, Ikeja, Lagos.
(Guinness Nigeria Plc projects).
FIELD SALES MANAGER/COORDINATOR. (May 2008 - May 2013).

JOB RESPONSIBILITIES.

- Products campaign and optimized sales which supported increased profit 'year-on-year'.
- Conducted comprehensive products sampling research.
- Evaluated and recommended enhancement to the company's marketing campaign.
- Monitored and Supervised consumer promo and recruited brand ambassadors.
- Organized sales feedback sessions, collated response data, & interpreted same, for management presentation.
- Generated high sales volume by penetrating specific industries, clients, and geographical areas, via broad engagement of new prospects.
- Prepared daily and weekly reports.

REDSKY SALES & EVENTS MANAGEMENT. Gbagada phase2, Lagos.
(MTN, P&G, Guinness Nig Plc projects).
FIELD SALES SUPERVISOR. (June 2005 - Feb 2007).

JOB RESPONSIBILITIES.

- Managed retail staffs and Supervised multiple sales activities.
- Ensured proper product visualization, display, & push, with a view to realizing the set sales target.
- Supervised the sales operation of the sales team.
- Implemented strategies to sell products and services.
- Followed up leads and samples provided for the sales team.

SKILLS.

- Good product knowledge.
- Strategic prospecting skills.
- Time management.
- Ability to meet targets.
- Team leader.
- Computer literate, good written, & communication skills.

PERSONAL INFORMATION.

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REFERENCES.

Available upon request.