CHINEZIM FELIX IRUKE

Experience: 17 years | **Available:** Immediately | **Location:** Abia

chinezimfc@yahoo.co.uk | +2348026862808

ABOUT ME

Highly organized and dedicated person with positive ambitions and seeking for new challenges where my qualifications and professional experience can be developed to its maximum potential. Following my years of involvement in Sales related enclaves,I have worked and harnessed right skills in Sales along with expertise in any given environment, I can confidently work in any establishment that's sales oriented and deliver exceptional results as a Salesman.
Able to work Under pressure and meet tight deadlines as a member of a team or on my own, and also have an excellent ability in working with different levels. Capable of dealing with various duties which i worked in the past. My personal qualities are Adaptability, Dependable,Sociable,Determined,Willing and Hardworking Individual who thrives to Succeed and learn new skills quickly.

WORK EXPERIENCE

Fusion Indulgence/International Breweries Limited

Senior level | Senior Field Sales Representative.
Abia , Nigeria
2025-03-01 | Currently working here

Maintain Sales/Marketing flow between the Distributors,Bulk Breakers and Bars-customers. Achieve sales target and KPI set by company and team, collaborate with other departments to optimize customer satisfaction also prepare sales reports and forecast for upper management. Also onboarding them through the customer friendly app POC 120 and the Kujashop app for easy and seamless sales and efficient delivery of goods in prompt real time. Help to show brand products visibility within region. Help in price moderation and control. Liasing with existing customers and get feedbacks for customers relationship with company.

Fusion Indulgence/International Breweries Limited

Mid level | Senior Field Sales Representative.
Abia , Nigeria
2025-03-01 | Currently working here

Maintain Sales/Marketing flow between the Distributors,Bulk Breakers and Bars-customers. Also onboarding them through the customer friendly app POC 120 and the Kujashop app for easy and seamless sales and efficient delivery of goods in prompt real time. Help to show brand products visibility within region. Help in price moderation and control. Liasing with existing customers and get feedbacks for customers relationship with company.Getting sales order of Bulk Breakers and bridging the divide in price variations between wholesalers

and retailers therein. Also tries to show brands visibility and products dominance in region of trade. Engage in One on One interactions with end customers in times of promotions and reward loyal end consumers. Carry out routine checks of company's branded materials and how best they are used without circumvention to another. Getting and onboarding new outlets to organization. Liasing with previous Distributors, ending pathway to increase their orders and best deals, listening to customer thoughts on products, ensuring more brand visibility and doing rewards for final end users. Equally bringing the goods to closeness and closing on best company approved rates so the are not exploited by the Distributor, wholesalers.

Unitrust Insurance Company Limited

Mid level | Sales Executive
Port Harcourt, Rivers State. , Nigeria
2024-09-01 | 2025-02-01

Sales and Market Finding potential clients who may be interested in purchasing insurance policies.Establish trust and rapport with clients to understand their insurance needs.Explain insurance policy features, benefits, and terms to clients.Addressing client concerns and objections to policy Assess clients' financial situations, risk tolerance, and insurance goals. Suggest suitable insurance policies based on clients' needs and circumstances. Assist clients with insurance applications and gather required documentation. Deliver policies to clients and explain policy details. Answering client questions, address concerns, and provide policy updates. Keep accurate records of client interactions, policies sold, and commissions earned. Achieve sales goals and quotas set by the insurance company. Sourcing potential clients who may be interested in purchasing insurance policies. Establish trust and rapport with clients to understand their insurance need. Explain insurance policy features, benefits, and terms to clients. Address client concerns and objections to policies. Needs Analysis and Policy Recommendation Assess clients' financial situations, risk tolerance, and insurance goals. Suggest suitable insurance policies based on clients' needs and circumstances.Assist clients with insurance applications and gather required documentation. Deliver policies to clients and explain policy details. Answer client questions, address concerns, and provide policy update.

Bogo Beverages Limited

Entry level | Sales Executive
Abia. , Nigeria
2023-06-01 | 2024-08-01

Was a Sales Executive who's in charge of meeting sales target and brought new distributors to do business with company. Also liase with high end event centers to promote company brands and it visibility within my marked region. Also made visible company brands in at ShopRite (Abia Mall,Umuahia) Market Square(Umuahia), Jovit SuperMart and Eatry, etc, such products as Jigga Bitters,Bogo Charger energy drink, Expression Range of Wines, Proclamation,Grace O'Malley,Blue Island Whiskies, etc.

Clarion medicals ltd

Mid level | Sales
Taraba , Nigeria
2019-10-01 | 2021-09-01

Liase with and persuade targeted doctors in hospitals,pharmacies,clinics to prescribe our products,utilizing effective selling skills and performing cost benefit analysis. Ensuring 100% effective and efficient territorial coverage of business interest. Obtain,monitor and analyse market intelligence/competitive data and market conditions to identify competitive advantage and keep adequate records and documentation for timely

reporting and feedback. Acheive set company goals and sales target(s) and possible NPI-New Product Implementation.

EDUCATION

Gombe State University

Degree | B.A History and Int'l Studies

JOB SKILLS

Sales,Customer Services. | Troubleshooting | Team leadership | Sales Management | Digital marketing | Leadership | Customer Interaction. | Deal Closure | Interpersonal communication rel | Critical Thinking Management. | Direct Sales | Market Knowledge

LANGUAGE SKILLS

French | Yoruba | Hausa | Igbo | English

ASSOCIATIONS

HSN,SHSN: General Secretary
HSN,SHSN: General Secretary

CERTIFICATES & AWARDS

Jobberman Soft Skill on Sales: Certificate | 2021
Project Management: Certificate | 2024
International Organization for Peace Building and Social Justice (PSJ): Certificate | 2022
La Plage Meta Verse: International Volunteering: Certificate | 2024
La Plage Meta: Verse Office Management: Certificate | 2024
International Work Ethics: Certificate | 2024

World Innovators University.: Certificate | 2026