

PROFILE

Results-driven sales and business development professional with 8+ years of experience in B2B sales, customer engagement, lead generation and relationship management. Skilled at representing businesses professionally, initiating conversations with prospective customers, presenting products and services, identifying customer needs and converting interest into qualified sales opportunities. Confident in face-to-face engagement, field sales, product demonstrations, follow-up and maintaining accurate prospect records. Brings a customer-focused approach, strong communication skills and the ability to work independently in fast-paced, target-driven environments.

CONTACT

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Abuja, Nigeria

CORE SKILLS

- Event & Customer Engagement
- Brand Representation
- Product Presentation & Demonstration
- Lead Generation & Qualification
- Face-to-Face Sales
- Customer Acquisition
- Sales Negotiation & Closing
- Prospecting & Networking
- Client Relationship Management
- Customer Enquiry Handling
- Sales Follow-up
- Target Achievement
- Field Sales
- CRM & Sales Pipeline Management
- Communication & Interpersonal Skills

TECHNICAL SKILLS

- HubSpot CRM
- Zoho CRM
- Microsoft Word, Excel & PowerPoint
- Sales Reporting
- Customer Database Management
- Digital Communication

LANGUAGES

English — Fluent

GIFT OFEM ERIKPOSI

EVENT SALES & BRAND REPRESENTATIVE | SALES & BUSINESS DEVELOPMENT

SALES & BUSINESS DEVELOPMENT PROFESSIONAL | CUSTOMER ENGAGEMENT | LEAD GENERATION

PROFESSIONAL EXPERIENCE

AFRICAN IMPORT EXPORT SOLUTIONS (AIES) 2025 – PRESENT

Sales Manager (Abuja) | Business Development

- Represent the company in prospecting, networking, referrals and field sales activities.
- Engage prospective clients, identify their business needs and explain relevant sourcing, procurement and logistics solutions.
- Present services clearly, respond to enquiries and guide prospects towards suitable service options.
- Build and maintain professional relationships with prospects and existing customers.
- Identify qualified leads, follow up consistently and support conversion into customers.
- Coordinate client meetings, presentations and internal follow-up to ensure a smooth customer experience.

MTN NIGERIA 2018 – 2021

Sales Representative / Sales Professional

- Prospected for new customers and generated sales opportunities.
- Promoted company products and services to prospective and existing customers.
- Explained product benefits, answered customer questions and supported purchase decisions.
- Built and maintained customer relationships while working towards sales targets.
- Handled customer enquiries and provided appropriate solutions.

OZB COMMUNICATION LIMITED JAN 2022 – DEC 2024

Sales Executive

- Identified and generated new business opportunities through prospecting, networking and referrals.
- Presented products and services based on customer needs and negotiated terms to close sales.
- Maintained client relationships and coordinated with internal teams to support service delivery.
- Worked towards and exceeded monthly and quarterly sales targets.

PROVANTAGE INTERNATIONAL JUL 2020 – DEC 2021

Sales Executive

- Generated leads and converted prospects into paying customers.
- Conducted product demonstrations and presentations to prospective clients.
- Responded to customer enquiries and complaints, and maintained accurate sales records.
- Supported marketing campaigns and promotional activities to increase sales.

DATA PARTNERS LIMITED JAN 2019 – JUN 2020

Sales Representative

- Identified potential clients and generated sales leads through calls, emails and in-person visits.
- Prepared quotations, proposals and sales reports.
- Supported the sales team in closing deals and managing client accounts.

EDUCATION

BACHELOR OF SCIENCE (BSc)
Urban and Regional Planning — University of Calabar

SENIOR SECONDARY SCHOOL CERTIFICATE (WAEC)
Limelight Secondary School

REFERENCES

Available upon request.