ISIAQ TOYEEB ABOLAJI

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PROFESSIONAL SUMMARY

Results-focused Sales and Business Development professional with experience as Sales Manager leading a team of 6 and serving homeowners, businesses, contractors, firms, and companies, plus project management, client relationship management, and financial operations experience. Skilled at winning and retaining customers, following up on leads and quotations, negotiating and closing sales, tracking sales performance, and applying market research and competitor analysis. PMP-certified, with a B.Tech in Food Science and strong Microsoft Office, Salesforce, and HubSpot skills.

CORE COMPETENCIES

Sales Strategy and Planning | Customer Acquisition and Retention | Negotiation and Closing | Lead and Quotation Follow-Up

Customer Relationship Management | Market Research and Competitor Analysis | Sales Tracking and Reporting | Project Management (PMP)

Financial Accountability | Marketing and Social Media Content | Leadership and Team Coordination | Microsoft Office, Salesforce, HubSpot

PROFESSIONAL EXPERIENCE

Sales Manager **2022 – 2025**
AARE Home Deco, Ogbomoso, Oyo State

- Managed a team of 6 and developed and executed sales plans to win new homeowner, business, contractor, firm, and corporate customers for the company's products and services.
- Built and maintained customer relationships, followed up on enquiries and quotations, and negotiated and closed sales to convert opportunities into confirmed orders.
- Tracked leads, customer orders, and sales activity, set and monitored sales targets, and reported on sales performance to management.

Project Manager **2021 – 2022**
AARE Home Deco, Ogbomoso, Oyo State

- Managed residential and commercial interior decoration projects from initiation to delivery, including schedules, budgets, and resource coordination.
- Coordinated artisans, suppliers, and clients, and resolved issues to keep projects on schedule and maintain quality standards.
- Served as a main point of contact for clients, handling enquiries, feedback, and complaints.
- Maintained accurate project records and documentation.

Manager / Finance Manager **Feb 2020 – Dec 2020**
T12 Global Enterprise Ltd

- Managed funds procurement and disbursement to customers through POS mini-bank operations, overseeing a total of ₦240 million in capital, with ₦30 million allocated to each of the 8 branches.
- Audited company accounts and financial records to maintain accuracy, accountability, and compliance across branches.
- Managed company operations, including inventory control, staff recruitment, and client relationship management.

Food Summits Coordinator (Internship) **2026**
African Food Research Network (AfREN)

- Coordinated scheduling, logistics, and communications involving researchers, partners, and stakeholders.
- Prepared reports, proposals, and administrative documentation for projects.

MARKETING AND DESIGN EXPERIENCE

Graphic & Brand Designer **2025 – 2026**
Paritie Innovation Hub, Minna, Niger State

- Designed branding materials, marketing assets, advertisements, and social media content for diverse client projects.
- Communicated directly with clients to understand their needs, and logged and tracked jobs through to delivery.
- Collaborated with marketers and designers to improve audience engagement and brand consistency.

Graphic Designer 2024 – 2025
Bitstack, Canada (Remote)

- Created marketing creatives and social media campaigns that strengthened brand visibility and audience engagement.
- Managed visual assets and product content for the company's e-commerce platform.
- Collaborated with marketing and sales teams to support product promotions and campaign execution.

Contract Graphics Designer Jan 2024 – Jun 2024
Walkmetru, United Kingdom (Remote)

- Designed social media creatives and promotional graphics aligned with brand and marketing objectives.

Lead Graphics & Brand Designer 2019 – 2024
Junior Chamber International (JCI) Nigeria, LAUTECH, Ogbomoso

- Led the design and production of branding materials, event campaigns, and promotional assets for major programs.
- Managed and mentored creative team members while keeping communication materials consistent and high quality.

LEADERSHIP AND VOLUNTEER EXPERIENCE

President, Agro-Allied Community Development Service (CDS) Group Jun 2026 – Oct 2026
National Youth Service Corps (NYSC), Chanchaga Local Government, Minna

- Organized food safety campaigns and training sessions, and engaged government agencies, community leaders, and partners.

General Secretary 2026
Muslim Corpers Association of Nigeria (MCAN), Niger State

- Managed official correspondence, records, and organizational documentation, and coordinated meetings and agendas.

Vice President (Project) 2024
Junior Chamber International (JCI) Nigeria, LAUTECH

- Coordinated community projects including Health Week, the Public Speaking Academy, and the Educate A Child program.

Director of Media, Publicity and Publication 2023
JCI Nigeria, LAUTECH

- Managed organizational communications and publication planning, and coordinated publicity campaigns that enhanced visibility.

EDUCATION

Bachelor of Technology (B.Tech), Food Science 2024
Ladoke Akintola University of Technology (LAUTECH), Ogbomoso, Nigeria

CERTIFICATIONS

- Project Management Professional (PMP), 2024 | Diploma in Project Management, 2026
- Customer Service and Relationship Management Professional, 2026 | Human Resource Management Professional, 2026
- Occupational and Environmental Safety and Health Professional, 2026 | HACCP and Food Safety Management Systems (FSMS), 2024
- Microsoft Office and Data Analysis, 2024 | Crafting Award-Winning Proposals, 2025
- Leadership, Management & Organization Development, 2026 | Jobberman Communication and Leadership Skills, 2023
- Master AI for Creative Design (Google), 2026 | Graphic Design Principles (Alison), 2026

TOOLS

Adobe Photoshop, Illustrator, InDesign | CorelDRAW | Canva | Blender | Microsoft Word, Excel, PowerPoint | Google Workspace | WhatsApp Business | Salesforce | HubSpot

AWARDS

- Most Versatile Creative Lead Award, MentorsLab.org, 2023 | Counsellorship Award, JCI Nigeria, 2023
- Most Resourceful Board Member, JCI LAUTECH, 2023 | Most Resourceful Member, JCI LAUTECH, 2022 | Team Leadership Recognition, JCIN LAUTECH, 2022