EDIKE EVANS

Address: No. 25 Okolie Street Ebrumede By DSC Round About Effurun, Warri, Delta State.
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CAREER OBJECTIVE

To significantly contribute to the growth and development of an organization, through effective and efficient managerial skills, sales, marketing, purchasing/supply and store keeping through modern research and innovation. In accordance with good moral and ethical principles of such organization in achieving her goals and objectives.

SUMMARY

Highly motivated and certified safety professional with four (4) years of experience in identifying hazards, implementing safety protocols and conducting training sessions and highly experienced managerial and strategically focused. Proven track record of reducing workplace incidents and improving compliance with regulatory standards.

PERSONAL DATA

Sex:	Male
Place Of Birth:	Obeti State
Of Origin:	Delta State
LGA:	Ukwani
Home Town:	Obeti (Akoku Uno)

PERSONAL PROFILE

- Good team player with strong analytical mind
- Physical and mental alertness
- Ability to work under any normal weather condition
- Integrity, transparent and honesty
- Ability to meet tight reporting schedule
- Discipline, creative, industrious, goal getter, tolerant and self-motivated
- Fear of God

KEY SKILLS AND COMPETENCE

- Methodical approach to all tasks
- Ability and willingness to work in all weather conditions
- Strong decisions making skills and ability to prioritize and plan effectively
- Excellent customer relationship skills and communication skills
- Proper knowledge of market segmentation

COMPUTER SKILLS

Microsoft word and Microsoft Excel

CERTIFICATIONS

- HND in Marketing (HND/MKTG)
- Bayero University Kano PGD Management Science (BUK)
- Certified Health/Safety Environment Officers (HSE)
- Project Management Professionals (PMP)

WORK EXPERIENCE

- **Johnson Wax Nigeria Limited, Lagos (Kano Depot)**
  Position: Sales Representative 2002-2004
  Responsibilities:

✓ Develop new and existing market
✓ Monitor and promote the existing market
✓ Observe product behaviour and customer retention
✓ Monitor competitor's activities within the territories
✓ Provide necessary information to the company
✓ Maintain the activities of the wholesalers and ensure they meet their set targets.

- **British American Tobacco (Inter Distribution) Jos Depot**
  Position: Depot Sales Area Manager 2005-2008
  Responsibilities:
  - ✓ To oversee the activities of all other departments in the day to day running of the organization
  - ✓ To monitor the sales activities, performances of all the territories within
  - ✓ Consult with the top executives on strategic planning and serves as link between an organizational management and its employees
  - ✓ Ensure the wholesalers, retailers and merchandisers always meets their set target
  - ✓ Ensure a safe and legal work environment
  - ✓ Make sure troubleshooting emergencies situations are handled wisely
  - ✓ Apply wisdom in resolving issues and conflicts
  - ✓ Maintain staff by recruiting, selecting, orienting and training employees
  - ✓ Monitors sales in each territory in making sure targets are achieved.

- **Proteir and Gamble Nigeria Limited, Kaduna State Position:**
  Depot Sales Coordinator/Supervisor 2010-2015
  Responsibilities:
  - ✓ Identifying new business opportunities, finding new markets, customs or partnership to expand the company's reach.

- ✓ Building relationships – Developing and maintain strong relationships with clients, partners and stakeholders
- ✓ Developing sales strategies: Creating and implementing plans to increase sales/revenue.
- ✓ Market research & Analysis: Starting up to date on industry trends, competitors and market conditions.
- ✓ Collaborations with teams: Working closely with sales, marketing and product teams to align effort.

- **Unilever Nigeria Plc Kano**
  Position: Business Development Manager 2018-2022
  Responsibilities:
  - ✓ Setting goals and developing plans for business and revenue growths
  - ✓ Researching, planning and implementing new target market initiatives
  - ✓ Pursuing leads and moving them through the sales circle
  - ✓ Must have a negotiation and persuasion skills
  - ✓ Business development manager must make sure projects management skills are handled effectively

- **Evatech Engineering And Construction Company, Effurun-Warri, Delta State**
  Position: Safety Officer 1 2023-2024
  Responsibilities:
  - ✓ Responsible for the total supervision of the supervisors at the site
  - ✓ Make sure all risk assessment and management policies are adhered to
  - ✓ Coordinate training program for newly recruited personnel
  - ✓ Responsible for recruiting personnel in accordance with our client requisition

INSTITUTIONS ATTENDED

- Institute of Management & Technology (IMT) Enugu 1996-2000
  Course of Study: Marketing (HND)
- Bayero University Kano PGD Management Science (BUK) 2014
  Course of Study: Management Science
- Institute of Safety Professionals of Nigeria HSE (ISPON) 2021
  Ogunu, Warri, Delta State
- Oil Field Safety Institute, PTI Road, Effurun, Delta State 2024

REFEREES

Available on request