OLUWADIPE SAMUEL AKINYEMI

CONTACT DETAILS
Email: s.oluwadipe@gmail.com
Phone No: 08038066572, 09022155333
Address: 2 Siji Oladiji street off Ojodu alagbole Akute

Summary:

Dynamic and results-driven Sales Manager with over 10 years of experience leading high-performing teams and driving revenue growth across diverse industries. Proven track record of exceeding sales targets, expanding market share, and building long-term client relationships. Skilled in strategic planning, team coaching, and implementing data-driven sales processes that optimize performance and reduce acquisition costs. Adept at negotiating complex deals, fostering cross-functional collaboration to maximize customer retention. Recognized for transforming underperforming teams into top-tier performers and consistently delivering measurable business impact.

Work Experience:

ZYN Company (Subsidiary of Black Horse Tobacco Company)

Role Product Promoter **2022 – till date**

Job Function:

- Visit existing outlets. Build strong customer relationships and identify new business opportunities within my assigned route.
- Ensure proper merchandising and product placement in retail locations.
- Gather consumer feedback and monitor competitor activities at activation sites
- Setting up displays and preparing products for demonstration.

Adron Homes & Properties Ltd

Role: District responsibility manager **2017----- 2022**

Job Function:

- Manage budgets, forecasts, and regional sales reports.
- Ensure compliance with company policies and industry regulations.
- Prepare RFQ, RFPs, tender letters and other official communications for effective B2B and B2C transactions or engagements.
- Collaborate with marketing, product, and finance teams to support growth.
- Ensure customer satisfaction and retention.
- Conduct performance evaluations and implement improvement plans.
- Motivate and coach teams to achieve and exceed targets.
- Set sales targets and quotas for the region.
- Develop and implement regional sales strategies aligned with company goals.

Strategos Nig Ltd **2015- 2017**

Role:

Affiliate marketing executive

Job Function:

- Recruit, onboard, and manage affiliate partners to maximize reach and performance.
- Negotiate contracts, commission structures, and incentives.
- Prepare RFQ, RFPs, tender letters and other official communications for effective B2B and
- B2C transactions or engagements.
- Ensure compliance with brand guidelines and legal requirements.
- Lead and mentor the affiliate marketing team, setting clear goals and ensuring high performance.

Aqua dana water (Subsidiary of Dana group) **2012- 2015**

Role: Sales officer

Job Function:

- Visit customers regularly to promote products
- Negotiate orders and collect payments
- Achieve monthly sales targets
- Gather market feedback and competitor information

Skills:

- Adaptability
- Sales presentation
- New account development
- Product activation
- Client management
- Negotiation
- Problem solving
- Conflict resolution
- Resilience

Education:

Obafemi Awolowo University

B.A(Music production and management) 2010

Certification

Institute of strategic management Nigeria (ISMN)---2011

Reference:

To be provided on request.