RASAQ OLAYINKA SHERIFAT

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MAZAMAZA ALONG
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SUMMARY

- Energetic and Result Driven Business Developer with track records of meeting and exceeding targets, effective prospecting, lead generation and strategic communication.
- Adept in the use of CRM tools to manage and optimize sales pipelines.
- Strong team player with excellent communication skills, eager to contribute to a dynamic sales team and drive business growth.

WORK EXPERIENCE

PRIMARY SCHOOL TEACHER. 2022 - 2024
Joprisam International schools

- Built relationship with over 100 students and ensured all student felt attended to with personalized feedback, class discussions and encouragement.
- Designed and implemented performance improvement plans for underperforming students in consultation with parents and administrative staffs
- Taught 2 classes in basic 4 multiple subjects.
- Designed and aligned lesson plans with structured goals to improve student's performance.

SALES REPRESENTATIVE May 2024- Present
Samsung Electronics.

- Demonstrating strong interpersonal skills, fostering relationships with clients and achieving a customer satisfaction score of over 90%
- Conduct engaging product presentations, contributing to a 10% increase in sales.

SKILLS

- Product Knowledge
- Proficient in Microsoft Office packages
- Sales and Marketing Strategy
- Adaptability
- Team Collaboration
- Time Management
- Organizational Poweress
- Excellent communication skills
- Critical Thinking
- Negotiation

LANGUAGES

- English
- Yoruba
- Pidgin

REFERENCE
Based on request

- Consistently meet and exceed sales monthly target, closing an average of 15 deals monthly
- Providing efficient, courteous and timely service to all customer's request and enquires
- Delivering accurate and timely sales report to sales manager

EDUCATION

Ogun State Polytechnic. **2017 - 2019**
HND. Business Administration

Kwara State Polytechnic. **2014 – 2016**
OND. Purchasing and Supply

Satellite Senior Secondary School, Lagos. **2006 - 2012**
Senior Secondary School Examination