AKINRELE ADEYEMI OLUBUNMI

Sales Representative

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PROFILE

Customer-service professional with 8+ years in client-facing roles across media, finance, retail and technology. Skilled at building relationships, handling enquiries and transactions, and driving sales through clear communication and negotiation. Experienced in team coordination, administrative support and brand promotion. Holds a Diploma in Law and specialised brand-experience training.

EXPERIENCE

Brand Representative, SOLO PHONE NIG LTD — Dec 2013 - Present

- Introduced and educated customers about brand models, increasing product awareness and sales.
- Promoted brand awareness through direct customer engagement and persuasive communication.
- Recorded sales and managed inventory information to support stock control.

Manager, CORAL BLUE LTD — Not specified

- Led team building, strategic planning and performance monitoring.
- Achieved a 45 % profit-margin increase while establishing a customer-service information centre.

Sales Representative, REVIVE TECNOLOGIES — Mar 2012 - Dec 2013

- Provided product information and advised customers on specifications, driving sales.
- Recorded sales, cross-checked stock and reported inventory shortages.

Teller, AUTOREG NIGERIA — Mar 2012 - Jan 2013

- Managed vehicle-licensing documents, processed renewals and logged transactions.
- Issued receipts, deposited funds and resolved payment discrepancies, reducing fraud risk.

Client Service, LUZOMEDIA — Aug 2011 - Mar 2012

- Planned and organised daily workflow for a small team, acting as first point of contact for client issues.
- Prepared agendas/minutes, handled phone and email enquiries and recorded client requests.
- Contributed to advertising brand development for GLOBACOM and Guaranty Trust Bank.

EDUCATION

Diploma in Law, Olabisi Onabanjo University, Ago Iwoye, Ogun State

Integrated Brand Experience, Orange Academy, Maryland Lagos

West African School Leaving Certificate (S.S.C.E), Iganmode Grammar School, Otta, Ogun State

First School Leaving Certificate, Early Years Nursery & Primary School, Sabo-Yaba Lagos

SKILLS

Excellent communication and negotiation · Customer-focused teamwork · Interpersonal skills · Time management · Creative and logical thinking · PC/keyboard and software applications

CERTIFICATIONS

Integrated Brand Experience (Orange Academy, 2011)

REFERENCES

Available on request