

Feyisayo Disu

Sales & Customer Service Professional

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EXECUTIVE BRIEF

An accomplished, results-oriented Sales and Client Services Professional with outstanding problem solving, analytical skills, and solid leadership experience. Demonstrated ability to multi-task and work in a fast-paced environment. A top performer with great experience and professional gravitas, looking for an exciting and rewarding managerial career with an ambitious company.

PERSONAL PROFILE

Gender: Male
Nationality: Nigerian
Personality: ESFJ¹
Marital Status: Single

KEY SKILLS

- Essential Management Skills
- Client Relationship Management
- Strategic Sales and Marketing
- Business Development
- Excellent Communication Skills

CAREER HISTORY

GBAM INVESTMENT LIMITED

Territory Sales Consultant

February 2019 – Present

- Analyzed local market trends and competitive actions to develop strategic plans to grow sales volume and market share
- Created an in-depth territory analysis presented to upper management to identify opportunities to expand market share
- Specialized in relationship building, customer retention, new customer development, maximizing revenue, and up-selling
- Aided in developing an entirely on-line based training program to aid in educating our sales associates to deliver quality customer service and to increase their generated revenue

Some Key Achievements:

- Led the team to hit a year end number at a 6% increase over prior year, and a 3% increase for year end
- Secured 4 new outlets for distribution of products within 2 months
- Designed an effective new product entrant strategy that became a benchmark strategy

AFRAMERO LIMITED

Customer Service & Sales Supervisor

March 2017 – January 2019

- Completing line-management duties including monitoring quality of work, performance management, rota planning, conducting regular one-to-one meetings and supporting team development
- Provide current and prospective customers with information about products sold by Aframero Limited in the areas of pricing, usage, benefits, durability, quality and availability of company's products
- Building and maintaining positive working relationships with key stakeholders including clients and suppliers

Some Key Achievements:

- Achieved departmental sales target for 4 months back to back
- Set specific key performance indicators that reduced customer complaints by 82% in the first quarter
- Designed an effective new product entrant strategy that became a benchmark strategy

¹ A Consul (ESFJ) is a person with the Extraverted, Observant, Feeling, and Judging personality traits. They are attentive and people-focused, and they enjoy taking part in their social community. Their achievements are guided by decisive values, and they willingly offer guidance to others.

HITECH DESIGN FURNITURE

Business Development Executive

September 2016 – February 2017

- Researching and analyzing the market to find out better business opportunities
- Collaborating with clients and making business deals that are beneficial for the company in long run
- Finding out faults and loop holes in the current business strategies and change them and help in preventing stagnancy in the business by implementing new ideas continuously
- Planning interesting business proposals which can be beneficial for the company and the clients
- Maintaining continuous client relationships through client follow-up and responding to their queries is one of the most important part of a business development executives job profile

Some Key Achievements:

- Anchored competition intelligence campaigns that served as basis for reactivating 6 dormant accounts owned by customers hitherto belonging to competitors
- Created new business frontiers for the company following an effective market analysis
- Successfully supervised the launching of new accessories for the company

ZIUSS ENERGY & POWER LTD

Business Development Executive

July 2016 – September 2016

- Outsourcing of mega-value corporate and individual clients.
- Responsible for negotiation of prices with Clients.
- Meeting sales' targets within scheduled time.
- Providing strategic marketing planning to the management.
- Responsible for physical inspection of Clients' on-site projects.
- Soliciting of Clients.

SOUTHWOOD RESOURCES & SERVICES

Deputy Sales Manager

April 2015 – July 2016

- Determining annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results.
- Establish sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products.
- Maintain sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
- Complete sales operational requirements

Some Key Achievements:

- Awarded Outstanding Salesperson of the year
- Met and exceeded my sales target in the first three months of resumption of duty with limited support
- Became an important contributor in key business decisions in the company

Senior Sales Executive

July 2014 – April 2015

- Administrative and logistics support to the design-architectural, technical and production department.
- Providing strategic marketing planning to the management.
- Computation and documentation of cost of production and prices.
- Responsible for physical inspection of Clients' on-site projects.
- Advisory support to the technical department

Sales Executive

July 2013 – June 2014

- Soliciting for Clients.
- Marketing of Company's products and Services.
- Advisory support to the technical department
- Logistics support to the design department.
- Evaluating team's quarterly sales and performance

EDUCATION

Lagos State University

Bachelor of Science (B.Sc.) in Biochemistry
2007 – 2011

Igbobi College, Yaba

West African Senior School Certificate Examination
1999 – 2005

COURSES & MEMBERSHIP

Diploma in Digital Marketing
Shaw Academy, *September 2019*

Chartered Institute of Personnel Management (CIPMN)
Student Member

FAVORITE BOOKS

- Let's Get Real or Let's Not Play: Transforming the Buyer/Seller Relationship
by *Mahan Khalsa and Randy Illig*
- To Sell Is Human: The Surprising Truth About Moving Others
by *Daniel Pink*
- One Entrepreneur's Take on Leadership, Social Media, and Self-Awareness by *Gary Vaynerchuk*

AVOCATION

Travelling and exploring new opportunities

REFEREES

Referees will be made available upon request