

Contact address: 30, Ojokoro Eyita road, off Sabo bus-stop, Ikorodu, Lagos State.
Phone: 08039234080/08099449062
E-mail: larey4all@yahoo.com/larey4all@gmail.com



LAMEED IBRAHIM OLANREWAJU

OBJECTIVES/SUMMARY

To benefit from and contribute remarkably to a corporate environment that adds values to individuals' lives through continuous learning, and effective development of individuals' initiatives, ideas, styles and flexibility. I have acquired substantial years of experience working in Power, I.T and Security Infrastructure Companies.

PERSONAL DATA

- | | |
|--------------------------|----------------|
| • Sex: | Male |
| • Marital status: | Single |
| • Nationality: | Nigerian |
| • State of origin: | Ogun State |
| • Local Government Area: | Abeokuta-North |

EDUCATION

- University of Lagos, Akoka. B.Sc. (Honors).Chemical Engineering. (2006-2011)
- Jelly-las College (Junior and Senior Sec. School Certificate). (1998-2004)
- Morabo Nursery and Primary School, Anthony, Lagos. First School (1991-1998)
Leaving Certificate.

WORKING EXPERIENCE

- **Villeaxtra Technologies Limited (Senior Business Development Specialist)**

Job description: Generating new business ideas, pushing sales and awareness of a new software application, organizing corporate meetings and appointments, Demonstrating School Management Software to Prospective Clients, Closing deals, Marketing, Seminar development, and attendance, promoting the use of technology, etc. (Nov 2023 –Present)

- **FlexiSAF Edusoft Limited, (Technical Sales Executive/Manager)**

Job Description: Organizing corporate meetings and appointments, Demonstration of School Management Software to Prospective Clients, Closing deals, Marketing, Seminar development and attendance, promoting the use of technology, etc.

Products handled: Educational/School Management Software, I.T Infrastructure, etc. The act of creating strategies in generating large customer base was a major concern. A case study: At the

beginning of my employment here, I was able to increase significantly our prospects through referral marketing and sales coupled with other strategies. This tripled our revenue and customer base. I was also made to bring up strategies on keeping clients (customer retention) which is working for us at the moment.

(May 2018 – April 2020)

- **TIA TECHNOLOGIES LIMITED (Marketing Executive/Sales Management)**

Job Description: Boosting business by penetrating corporate frontlines such as Banks, manufacturing Industries, Schools, etc., Sales of Inverter, Solar PVs, Inverter Batteries, Charge Controllers and other Peripherals, Creating new Leads, Customer Management, Planning, Project Management, Feasibility studies and marketing.

Products handled: Sales of Electrical Power Inverter (MPOWER, etc.), Solar Panels, Inverter Batteries (MONBART), Charge Controllers, UPS, AVR, and other Peripherals, Data Center, Mast Assembly, Teleconferencing peripherals, Access Control devices of various brands, Environmental Monitoring systems, etc.

(Aug 2017-April 2018)

- **SAGIOWEST Africa Limited (Business Development Manager/Sales Manager),**

Job Description: Boosting business by penetrating Corporate frontlines such as Banks, manufacturing Industries, Schools, etc., Organizing Corporate meetings and appointments,

winning customers into the business, ensuring Customer retention, Logistics, Planning, Project management, Feasibility studies

Products handled: Sales of Electrical Power Inverter, Solar Panels, Inverter Batteries, Charge Controllers, UPS, AVR, Teleconferencing peripherals, Access Control devices of various brands, etc. (Aug 2015-July 2017)

- **EISNL Engineering Solutions and Drives Limited (Product/Sales Engr. and Sales Management Trainee),** Organizing Corporate meetings and appointments, Mastering specific products to sell to clients, Sales management, updating new product to prospective and owned clients, customer feedback report, educating technicians on how to use specific tools and machines effectively, etc.

(Aug 2014-Mar 2015)

- **ETISALAT Call center (Customer Service Executive),** Ensuring customer satisfaction and exceptional customer experience promptly, etc. (Jan-Aug 2014)

- **National Youths Service, (Senior secondary school Teacher, Science)** (2012-2013)

- **Industrial Training Experience Scheme (NNPC/NAPIMS) Ikoyi, Lagos,(Joint Ventures division, Reservoir Engineering),** Well log reading, daily presentation, HSE training, visitations and meetings with oil producing and servicing firms etc. (2010)

- **Computer Scientist (Newsstand Agencies Limited)** (2009)

RECOGNITION AND AWARD

- **Head & Academic prefect, Best in Technical Drawing (Jelly-las College)** (2005-2006)
- **Certificate of Attendance (Managing Sales Pipeline & Lead Conversion),** By DEXTER & HEROES CONSULTING LIMITED, *Courtesy FlexiSAF Edusoft Limited.*
(2019)

PERSONAL QUALITIES

- Analytic Ability: Excellent numerical and critical reasoning skills/Proficiency in the use of Microsoft office and Windows Operating system
- Communication: Good interpersonal, written and oral communication skills, Customer Service Qualities and Good selling Skills, sincere, self-esteemed and personally driven, Team player and proven team leadership skills
- Job delivery: Meticulous, flexible and distinctive marketing skills

HOBBIES

- Meditating, working and learning.
- Networking and marketing

REFERENCES

- This will be provided upon request.