

# Emmanuel ARANSI

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## Summary

**Dynamic Sales and Business Development Professional** with over 5 years of proven expertise in driving business growth, client acquisition, and relationship management. Skilled in negotiation and market analysis, I possess a sharp eye for identifying growth opportunities and crafting strategic sales initiatives. Known for my ability to close deals swiftly and efficiently, committed to building strong relationships and driving long-term success for both clients and the company.

## Skills

- Strong organizational, analytical, and problem-solving abilities
- Skilled in building client relationships and converting leads
- Experienced in negotiation and securing favorable deals
- Efficient multitasker, able to manage competing priorities under pressure
- Proficient in Microsoft Word, Excel, and PowerPoint
- Strategic thinker with effective planning skills
- Strong written and verbal communication
- Detail-oriented, focused on delivering high-quality results

## Experience

### Snr. Sales Consultant

**FSL Management | 07/2024 – Present**

- Identify and engage potential clients to promote outsourcing and recruitment services and maintained strong relationships with existing clients, ensuring satisfaction and repeat business.
- Develop and implement sales strategies to meet and exceed targets and conducted market research to identify trends and opportunities for growth in outsourcing, recruitment, HMO, and logistics services.
- Maintaining a comprehensive knowledge of services offered, including HMO, rent-a-driver, and logistics solutions.
- Negotiate contracts and pricing with clients to secure profitable agreements and successfully closed sales deals by addressing client concerns and objections.

- Work closely with recruitment, operations, and logistics teams to ensure seamless service delivery.
- Follow up with clients post-sale to ensure satisfaction and explore additional service opportunities.
- Monitor sales performance metrics, prepared regular reports for management and analyzed sales data to identify trends and areas for improvement.

### Customer Relationship Executive

**ARM Pensions | 02/2022 – 07/2024**

- Acted as a key point of contact for client inquiries and issues, ensuring timely resolution of customer complaints, boosting satisfaction and achieving 90% retention rate.
- Hosted weekly interactive sessions to share pension industry trends, enhancing client engagement and retention.
- Drove timely retrieval of contribution schedules for faster processing.
- Ensured ease of processing, hastening overall processing time.
- Contributed to increased efficiency and customer satisfaction.

### Business Development Officer

**Radix Pension Managers | 02/2022 – 02/2023.**

- Conducted an average of 5 hours of outbound calls daily.
- Generated daily, weekly, and monthly reports on activities and outcomes.
- Collaborated with the sales team to identify and qualify potential customers in assigned regions.
- Utilized in-depth product knowledge to convert leads, driving a 70% increase in sales.
- Developed tailored solutions for clients, increasing overall customer satisfaction.
- Consistently exceeded sales targets, contributing to team success and overall revenue growth.

### Customer Relationship Officer

**Leadway Pensure PFA | 09/2019 – 02/2022**

- Developed a reputation for exceptional service, resulting in over 100 repeat business opportunities.
- Maintained positive business relationships with clients to ensure future sales.
- Provided daily reports on sales activity, customer needs, interests, and competitive activities.
- Coordinated sales efforts with team members and other departments to drive continuous revenue growth.

## **Mathematics and Accounting Teacher (Corp Member)**

**Ever Bliss International School | 08/2018 – 07/2019**

- Incorporated exciting and engaging activities to achieve student participation and hands-on learning.
- Evaluated and revised lesson plans and course content to achieve student-centered learning.
- Worked cooperatively with other teachers, administrators, and parents to help students reach learning objectives.
- Completed daily reports on attendance and disciplinary performance.
- Developed and implemented lesson plans to teach accounting principles, concepts, and techniques.

## **Education and Training**

Ogun State Institute of Technology | Igbesa, Ogun State | Higher National Diploma (Accounting), 01/2017

## **Certifications**

### **Corporate Finance Fundamental**

Corporate Finance Institute– Nov. 2022

### **Professional Ethics**

Corporate Finance Institute – Sept. 2022