

ALUKO TOLULOPE E.

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Summary

Adept business strategist with a sound understanding of organizational development and sales, skilled communicator with years of experience providing companies with successful solutions to building organizational success. A persuasive negotiator who uses integrity and professionalism in presenting joint ventures, assessing acquisition opportunities, and identifying new markets. Innovative thinker who detects more efficient ways of growing the company's business through recommending new business opportunities and testing new market approaches. In addition to these abstract skills, I can manage requirements at the project level to help fulfill business needs and aid business growth. I possess proficient leadership skills, teamwork skills, and good communication, and also do content writing which gives me an absolute edge in client engagement.

Professional Skills

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|----------------------------|------------------------|------------------------------------|
| • Paraphraser.io | • Trifacta Wrangler | • Tableau (Basics) |
| • Graphics Design - Canva | • Google Analytics and | • Market Business Analysis |
| • Web development (Joomla) | Adwords | • Microsoft Office Suite |
| • Internal Audit | • CRM Tools | • SAP (NIPEX) |
| • Data Analysis | • SPSS | • Enterprise Resource
planning. |

Areas of expertise

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|--------------------------------|-----------------------------------|
| • Content Creation and Writing | • Vendor Financial Management |
| • Budget Management | • Social Media Marketing |
| • Project Strategic Planning | • Industry Intelligence Report |
| • Client Retention Analysis | • Process Improvements |
| • Program/Project Management | • Business Development Initiative |
| • Team Leadership | |

Key Skills Assessment

- **Strategic Management** – Experienced in vendor management, contract negotiations, and strategic financial analysis to increase efficiencies and reduce costs while maintaining solid rapport with business partners.
- **Team Leadership and Budget Management** – Expertise in leading and building cohesive cross-functional teams and collaborating with colleagues in improving operations and starting up new business locations while coordinating teams and managing budgets.
- **Process Improvements** – Devised and implemented processes, procedures, systems, and internal controls to strengthen operations, increase productivity and enhance customer satisfaction.

Work History

CreditRegistry Nigeria (Victoria - Island)

July 2022 –Present

Business Development Officer.

I strategized ways to build the company's market share, increase revenue and acquire success through innovative development in accordance with the company's policies. I evaluated competitors in terms of market share and product offerings. In addition to these, I also:

- Identified and evaluated potential business growth opportunities, communicated with potential clients and partners, and worked on the improvement of all revenue streams.
- Developed new marketing initiatives, presented the company's products and services to the public, and attended various conferences, workshops, and industry-related events.
- Proactively participated in all phases of the sales cycle, performed professional market and industry research, and implemented strategic business plans.
- Significantly expanded international client base by 120% within two years and increased brand awareness and website traffic by 500%.
- Managed existing business accounts and grew new business accounts.
- Reviewed existing key client programs and designed and implemented new programs to expand market share.
- Designed marketing campaigns including seminars, direct mail, and email campaigns for target markets.
- Identified, coordinated, and participated in client relationship-building activities and meetings.

RALLY TRADE (Ikeja)

September 2020 – June 2022

Sales Account Officer.

I managed a portfolio of clients' accounts to achieve long-term business success, through my person-centered approach to sales, I've been able to deliver tangible results that move the needle regarding revenue, other responsibilities were:

- Established positive relationships with clients.
- Act as the point of contact and handle clients' individual needs.
- Generate new business using existing and potential client networks.
- Resolve conflicts and provide solutions to clients promptly.
- Developed business strategies to ensure sales increase.
- Report on the status of accounts and transactions.
- Set and track sales account targets, aligned with company objectives.
- Suggest actions to improve sales performance and identify growth opportunities.
- I operated as the lead point of contact for any matters specific to clients' accounts
- Awarded Employee of the Month twice for performing great work.
- Building and maintaining strong, long-lasting client relationships
- Overseeing client's account management, including negotiating contracts and agreements to maximize profit.

Education & Certifications

- International Computer Driving License – Intermediate Module.
- B. Sc, Statistics, Ekiti State University, Ado Ekiti, Ekiti.
- Senior School Certificate Examination, Continental Comprehensive High School. Olowora, Lagos.
- National Youth Service Corps (NYSC), Oshogbo, Osun State.
- Bincom Academy – PHP Class (Certificate of Participation)
- IBM – Digital Nations Academy.
- Capable People Internal Auditor Certification.

Referees

- Available on Request