

CURRICULUM VITAE

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Marital Status: Married
Nationality: Nigerian
Passport No: A10029913
Date of Birth: 29/10/1988
Current Location: Abu Dhabi
Visa Type: Long Term Visit Visa



MISSION STATEMENT:

Developing plans to build profitable sales of a company's products and services to new and existing customers and achieve the revenue targets set by sales managers. To conclude deals that is already under negotiation and identifying new sales opportunities with existing customers and new prospects.

POSITION APPLIED FOR: Sales Executive

KEY SKILLS AND COMPETENCIES:

- Very energetic, result oriented and organized.
- Excellent communication skills.
- Excellent interpersonal skills.
- Maturity, confidence and perseverance.
- Organizational and time management skills.
- Commercial awareness.
- Multi-tasking and good team player.
- IT and numerical skills.

WORK EXPERIENCE:

JUST INTERIORS LTD, Palm Malls, Ilorin, Nigeria.

Sales Manager

Dec 2015 – Nov 2018

Duties:

- Responsible for motivating and advising sales reps to improve their performance, as well as hiring and training new sales representatives.
- Planning effectively, setting sales goals, analyzing data on past performance, and projecting better future performance.
- Collaborate with marketing department to generate new lead sources and expand target customer-base to make sure customer needs are met.
- I steer the business, recruit, build and nurture the company sales team.

- Strategically foster customer engagement.

EONIAN TRAVELS & TOUR LTD., Ilorin, Nigeria.

Sales Representative (Overseas Education)

May 2014 – Sept 2015

Duties:

- Sell of tour and educational travel products and services to customers.
- Work with clients and prospects to find what they want, create solutions and ensure a smooth sales process.
- I find new sales leads, through business directories, client referrals, etc.
- Performing cost-benefit analyses of existing and potential customers.
- Maintaining positive business relationships to ensure future sales.

JMK NIGERIA LIMITED, Ilorin, Nigeria.

Retail Sales Clerk

Apr 2011 – Oct 2013

Duties:

- Accept payment and make change. Wrap or bag merchandise for customers.
- Remove and record amount of cash in register at end of shift.
- Keep record of sales, prepare inventory of stock and order merchandise.
- Set up advertising displays or arrange merchandise on counters or tables to promote sales.
- Stamp, mark or tag prices on merchandise.

ACADEMIC QUALIFICATIONS:

B.Ed. Educational Technology

University of Ilorin, Ilorin, Nigeria

2013 – 2018

NCE (Computer Science/Physics)

Kwara State College of Education, Ilorin, Nigeria

2007 - 2010

Senior School Leaving Certificate

Government Day Secondary School, Adewole, Ilorin, Nigeria

1999 - 2005

HOBBIES AND INTERESTS:

- Meeting people, listening to music, internet browsing, and traveling/sight-seeing.