

TEMITOPE OKWUHOR

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OBJECTIVE

I am a creative, motivated and goal-oriented sales and aspiring marketing manager, skilled in leading teams, maximizing awareness, developing and executing campaigns, and elevating brands through strong and unique strategies. Now seeking a new and challenging position, one which will make the best use of my existing skills, and also further my professional development.

EXPERIENCE

2019 – TILL DATE

HEAD OF SALES, **HELEN COUTURE**

Responsibilities

- Coordinate and oversee sales department.
- Develop sales strategies and identify sales opportunities to generate leads and execute them.

Achievements

- Developed a new system for generating sales leads which were implemented across the organization and resulted in a 30% improvement in sales performance.
- Developed a new template for generating sales invoice, clients' inventory system, which resulted in timely report delivery and proficient service rendition.
- Executed dynamic and strategic store/product display which resulted in a 20% improvement in sales within the first two months.

MAY, 2017 – MAY, 2018

FIELD SALES SUPERVISOR, **GREYMEDIA COMMUNICATIONS**

Responsibilities

- Coordinate and review daily/weekly sales activities as the Team Lead.
- Collaborate with the Marketing Operations Manager and Regional Sales Coordinator to identify and generate sales opportunities to develop leads and execute them.

Achievements

- Trained and developed a team of five new field Sales Executives who achieved an average of 120% of their sales target within their first three months.
- Increased my territories client base by 30% within the first two months.
- Met and exceeded assigned quarterly quota by 20%.

JUNE, 2016 – MAY, 2017

INSTORE SALES EXECUTIVE, **GREYMEDIA COMMUNICATIONS**

Responsibilities

- Brand education and engagement on various fast moving consumable products.
- Achieve more Incremental sales on products daily.
- Identify target market and access consumer perception.
- Provide a report on customers' feedback on the products.

JANURARY, 2016 – JUNE, 2016

CREDIT SALES OFFICER, **SMC COOPERATIVE**

Responsibilities

- Conduct daily/weekly direct promotion and/or other marketing activities.
- Screen and conduct loan analysis on clients' eligibility and prepare a complete loan assessment according to SMC Cooperative credit procedures.
- Monitor loan portfolio to ensure prompt repayments and take immediate measures towards the recovery of loans.

SEPTEMBER, 2014 – DECEMEBER, 2015

CASHIER/RECORD OFFICER, **KROWN HOSPITAL**

Responsibilities

- Maintain In-and-Out patients' data.
- Ensure medical record availability by routing records to all departments, and other authorized hospital staff.
- Manage up-to-date clinic income records as well as documenting all relevant transactions

EDUCATION

JULY, 2012

B.A THEATRE ARTS, **REDEEMERS' UNIVERSITY, OGUN STATE.**

Second Class (Lower Division)

AUGUST, 2006

SENIOR SECONDARY SCHOOL CERTIFICATE, **UMBRELLA COMPREHENSIVE HIGH SCHOOL, LAGOS STATE.**

SKILLS

- Team Management.
- Good Communication Skill; Customer Care Relation; Teamwork; Flexibility, Research.
- Good Interpersonal skills
- Strong Analytical Skills.
- Time Management and Organization Skills.
- Knowledge of Microsoft Office Suite (Word, Excel and PowerPoint).
- Ability to operate under pressure.
- Experience within the Retail/FMCG/ Consumer Sector and Public Sector.
- Experience working in a fast-paced environment with the ability to quickly understand the mission, vision, and values of brands.

ACTIVITIES

Fitness, Travelling, Fashion, Internet Savvy, Research.

References available on request