

AMOUGH TERKUMA FELIX

ADDRESS: Behind Customary Court of Appeal, Galadimawa off Airport Road Abuja. **EMAIL:** amoughfelix24@gmail.com **PHONE:** 08146036632 **DATE OF BIRTH:** 24th, February, 1994
NATIONALITY: Nigerian **SEX:** Male **STATE OF ORIGIN:** Benue State

PROFILE

I am a dynamic sales executive with about 6 years of practical and diverse experience providing logistics, marketing, sales and customer service and administrative support with proven ability to sales and revenue. An analytical and creative thinker and a team player. I am highly attentive to details and also passionate about providing business support with strong skills in collaboration, inter-personal relationship, communication (written and oral) research, report writing and representation, negotiation and persuasion, sales and problem resolution.

ACADEMIC DEGREES

Benue State University	Makurdi, Nigeria.
Master's in Gender, Security, peace & conflict studies (MGS)	In-View
Benue State University	Makurdi, Nigeria
Bachelor of Art, Religion and Cultural Studies (B.A)	
(second class upper)	2012-2016

PROFESSIONAL EXPERIENCE

Freeny's Ice Pops Creamery Nile University Branch	Abuja, Nigeria
Sales Executive:	2025-present
• Find prospects and leads • Learn details about our products and services • Meet with potential clients and act as their consultant • Up-sell when appropriate • Identify buyer personal profiles • Recruit, hire and train new sales representative's • Consult with sales and marketing team to ensure the efficiency • Prepare and present reports when needed • Stay up to date with the latest sales trends and best practices • Report to management team • Any other duties assigned	

Freeny's Ice Pops Creamery Nile University Branch**Abuja, Nigeria**

Lead Barista

2024-2025

- Assist in inventory management
- Deliver Quality customer service to all guests while maintaining the philosophy that they come first.
- Maintain regular and consistent attendance and punctuality
- Prepare food and beverages to standard recipes or per customer specification
- Maintain calm demeanor during period of high volume

Right Price, Advance Sales and Marketing Ltd**Abuja, Nigeria**

Sales Representative

2019-2022

- Identify prospective clients through cold calling, cold emails, networking and market research
- Demonstrate product features and benefits, effectively communicating how the offering resolves the customer's needs
- Negotiate priority and contract terms, address customer objectives and finalize sales
- Build and maintain long term relationships with existing clients to encourage repeat businesses and referrals
- Monitor Industry trends, competitor activities and market potential.

National Youth Service Corps (NYSC)**Abeokuta, Nigeria.**

Office Assistant (Federal Ministry of Culture and Tourism)

2018-2019

- Greet and direct clients, guests and vendor's while maintaining a welcoming and professional reception area
- Manage office calendar's, book meeting rooms and Schedule appointments
- Ensure office machines are fully operational and stocked.
- Assist department staff in photocopying, scanning documents and routine office errands

PERSONAL SKILLS

- Ability to work well with utmost respect for others, encourage and support colleagues
- Ultimate "Can-do" attitude while taking on all task with positive energy and disposal
- Effective interpersonal and communication skills
- Proficiency in computer processing and office packages (MS word, MS Excel, Outlook and Power point.

HOBBIES

Reading and Travelling