

AFO MARTINA ONYAGA

Marshy Hill Estate, Adoo Road, Ajah, Lagos | [08144112465](tel:08144112465) / [08087941469](tel:08087941469) |m

PROFESSIONAL PROFILE

Results-driven professional with a background in Business Education and hands-on experience in sales, customer engagement, and business development. Highly skilled in building pipelines, driving revenue growth, negotiating, and cultivating partner relationships across lifestyle and retail sectors. Adept at managing customer acquisition, identifying market opportunities, and leading teams to achieve targets with high integrity.

CORE COMPETENCIES & SKILLS

Sales & Business Development

Sales Strategy, Pipeline Management, Prospecting & Outreach, Partnership Expansion, Relationship Building.

Commercial & Negotiation

Client Engagement, B2B/B2C Negotiations, Customer Service, Promotions & Loyalty Initiatives.

Software & Technical Tools

Microsoft Office Suite (Word, Excel), POS Systems, Data Entry & Basic CRM Management.

Leadership & Communication

Team Coaching & Mentorship, Excellent Verbal Communication, Adaptability, Time Management.

PROFESSIONAL EXPERIENCE

Sales Representative — 9ja Food

Badore, Lagos

- Revenue & Sales Growth:** Engaged customers directly to promote menu offerings, drive daily sales targets, and enhance client satisfaction and retention.
- Pipeline & Account Management:** Managed order intake, accurately processed customer requests, and resolved service inquiries efficiently to build a loyal client base.
- Client Engagement:** Interacted directly with patrons and business decision-makers to present specialized offerings, boosting local visibility and brand promotions.

Cashier / Sales & Operations Support — Tush Mart

Akure, Ondo State

- Transaction & Record Management:** Managed cash and digital transactions accurately using POS systems while maintaining detailed daily records.
- Relationship Building:** Provided top-tier customer service, addressed billing inquiries, and leveraged interpersonal skills to improve customer experience.

Teacher & Administrative Assistant — Tulip Spring College & Great Future Academic

Calabar & Akure

- Leadership & Coaching:** Mentored groups, managed classroom engagement, and structured learning activities, laying a strong foundation for team leadership and coaching.
- Communication & Organization:** Delivered structured presentations, managed administrative tasks, and maintained meticulous documentation.

EDUCATION

B.Sc. in Business Education (4-Year Program)

University of Cross River State, Calabar

CERTIFICATIONS

B.Sc. Degree Certificate

NYSC Certificate