

AGBEDE ADEBOLA EMMANUEL

Phone: 08069511955 | Email: adebolaemmanuel@gmail.com | Lagos, Nigeria
Available for Remote Work

PROFESSIONAL SUMMARY

Results-driven Technical B2B Sales Professional and Project Specialist with over 13 years of experience navigating complex sales cycles, wholesale distributor management, and high-value technical offerings. Holds a strong foundation in Physics Electronics, seamlessly translating dense technical specifications into clear, compelling business value for diverse buyers. Proven track record in lead qualification, objection handling, remote team collaboration, and providing detailed sales interaction documentation to drive operational and process improvement.

CORE COMPETENCIES

B2B Technical Sales & Wholesale: Consultative Selling, Complex Sales Cycles, Account Management, Lead Qualification, Partner/Distributor Networks

Technical Communication: Translating Specifications to Value Propositions, Written Proposals, Pitching, Objection Handling

Documentation & Data Analytics: CRM Pipeline Management, Feedback Documentation, Performance Reporting, Market Intelligence

Remote & Cross-Functional Operations: Remote Collaboration, KPI Tracking, Process Optimization

TECHNICAL SKILLS & CERTIFICATIONS

Technical Foundations: Physics Electronics (HND), IoT, Wireless & Cloud Computing (Yonsei University via Coursera, 2025), Canva, Video Editing

Software & Tools: Advanced CRM Systems, Data Analytics & Reporting, Digital Marketing (SEO/SEM), Chatbot Development, Windows OS

PROFESSIONAL EXPERIENCE

Field Sales Manager / Sales Representative

May 2025 – Present

Watu Limited — Ogun State (Hybrid/Remote Coordination)

- Managed strategic B2B partnerships and dealer distribution networks to expand technical financing penetration across key regional accounts.
- Conducted structured lead qualification and account analysis to ensure optimal partner selection and inventory fulfillment.
- Translated technical device specifications and financing structures into concise business benefits for wholesale buyers and retail distribution leads.
- Documented detailed sales interactions, client objections, and market feedback in CRM platforms to inform strategic product adjustments.

City Head (Brand: Dano)

Jan 2024 – Mar 2025

Multipro Consumer Products Limited (MCPL) — Oyo State

- Directed citywide commercial B2B sales and wholesale distributor channels, consistently exceeding revenue targets through consultative account management.
- Navigated extended negotiation cycles with key wholesale buyers, employing tailored pitch strategies and effective objection handling.
- Gathered and synthesized local market intelligence, documenting competitor data and customer feedback to optimize sales workflows.

Sales Executive (Team Lead)

Jan 2020 – Jan 2023

Double Design Paints Nigeria Limited — Lagos

- Led a B2B sales force of 10+ representatives, managing pipeline health, department budgets, and sales KPIs across technical/commercial product lines.
- Developed written sales proposals and presentations translating complex technical specifications into value propositions for high-volume commercial clients.

Administrative / Freight / Project Manager

Nov 2016 – Dec 2019

Tempo Paper Pulp & Packaging — Ogun State

- Supervised pipeline installation projects for the Nigeria Gas Project (N.G.C) and coordinated complex industrial logistics.
- Communicated complex engineering and infrastructure requirements to non-technical stakeholders and external vendor partners.

Project Coordinator (ICT Projects)

Feb 2014 – Sep 2016

Tetfund ICT Project / Sharon Consult — Abuja

- Coordinated nationwide technical ICT deployments across higher education institutions, creating thorough documentation and progress reports.

EDUCATION

Higher National Diploma (H.N.D.) in Physics Electronics (Upper Credit)

Moshood Abiola Polytechnic

REFERENCES

Available on request