

AKPODIOGAGA HOPE PHILIP

20, Amdalat Opebiyi Street , Isheri-Oshun, Whitesand Estate,
Festac, Lagos. 23401.
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akpodiogaga@yahoo.com

PERSONAL DATA

Date of birth: 25th July, 1988
Sex: Male
Marital Status: Married
State of Origin: Delta State
Local govt. Area: Ethiope East
Nationality: Nigerian

SUMMARY

Influential business pioneer with exemplary track record of cultivating talent and directing cohesive and focused sales teams. Skilled at establishing and maintaining strategic partnerships to generate essential business opportunities.

HIGHLIGHTS

- Established track record of exceptional sales results
- Excellent communication skills
- Energetic
- Compelling leadership skills
- Exceptional multi-tasker
- Strong organizational skills
- Strong Public Speaker
- Courteous demeanor
- Customer service expert
- Opening/closure procedures
- Team management
- Persuasive
- Scheduling
- Deadline-oriented

ACCOMPLISHMENTS

- Worked with company system such as Live Support and diligently completed all assigned tasks, working overtime as needed.
- Provided required weekly, monthly quarterly reports listing sales figures and client track records
- Researched, calmed and rapidly resolve client conflicts to prevent loss of key accounts.
- Consistently generated additional revenue through skilled sales techniques.
- Spearheaded all company-wide prospecting, marketing and closing endeavors
- Interviewed clients via market research surveys to identify product issues and customers need.
- Collaborated with prospective clients to prepare efficient product marketing strategies and drive business development.

WORK EXPERIENCE

MECHO TECHNOLOGIES, LTD -
Inventory Manager

Ikeja, Lagos
Jan 2024 till date

- Supervise warehouse staff, dispatch riders, and operational team members.
- Manage end-to-end product movement across goods receiving, warehousing storing, processing and refurb operations, internal transfers, production flow, and sales fulfilment.
- Coordinate receiving, sorting, testing, and arrangement of goods from suppliers and vendors.
- Ensure cleanliness, organization, and safety of the warehouse store.
- Handles operational challenges, customer complaints and delivery issues.
- Work closely with procurement and sales departments to avoid stock shortages and losses.
- Ensure customer orders are processed, packaged, and delivered correctly and on time.

**PETROGAP OIL AND GAS, LTD -
Business Development Manager**

Ojodu Berger, Lagos
Jan 2020 – Dec 2023

- Ensure the company's growth objectives are attained by articulating and identifying new business development opportunities, such as negotiating and managing relationships with technical partners in line with the corporate goals.
- Supervise the sourcing with OEMs and preparation of bids/proposals, to the submission of bids in line with the stipulated deadlines.
- Develop sales strategies to penetrate and win new accounts. This includes registration of the company with Clients, Preparation of presentations and tenders.
- Lead the formulation execution, and monitoring of the company's business development, market penetration strategies and plans for enhancing business growth,
- Develop and implement a training and development program for team members, and members for improved performance individually and corporately.
- Monitor company performance against agreed business targets,

**FRAGG INVESTMENT MANAGEMENT, LTD -
Investment/Credit Analyst,**

Ikeja, Lagos
Oct 2016 – Dec 2019

- Participating in the preparation, presentation of investment cases and portfolio company updates to the firm's Investment Committee.
- Developing financial and valuation models for potential and existing investments.
- Evaluating potential investments including financial, market, industry and strategic analysis.
- Assisting in the development and execution of exit strategies in connection with investment portfolios.
- Resolved customer complaints by exchanging merchandise, refunding money and adjusting bills.
- Supporting portfolio management, including company performance, monitoring and reporting.

**INDUSICON INTEGRATED SERVICES, LTD -
Business Development Officer,**

Olodi-Apapa, Lagos
Jan 2014 to Sept 2016

- Planned strategic brand-building events to expand the product portfolio.
- Contacted new and existing customers to discuss how specific products could meet their needs.
- Identified, coordinated and participated in client relationship-building activities and meetings.
- Cultivated relationships with key players in various industries to create ongoing and mutually beneficial referral systems.
- Maintained friendly and professional customer interactions.
- Marketed and developed key accounts by favorably representing the company at membership and community functions.

**IMRAN PROJECTS, LTD -
Sales Consultant,**

Festac Town, Lagos
Dec 2012 - Dec 2013

- Led sales calls with team members to establish sales and customer retention goals.
- Increased monthly sales by 10% by implementing strategies to develop and expand existing customer base.
- Generated Monthly and annual sales report
- Resolved customer complaints by exchanging merchandise, refunding money and adjusting bills.
- Shared product Knowledge with customers while making personal recommendations.
- Generated new sales opportunities through direct and telephone selling and emails.

**NATIONAL YOUTH SERVICE CORPS (NYSC) –
Class Teacher,**

Tsamaye, Sokoto State
Nov 2011 - Oct 2012

- Teaching Physics and Mathematics
- Developing interesting course plans to meet academic, intellectual and social needs to students.
- Performed student background reviews to develop tailored lessons based on student needs.
- Created and enforced child-based hands-on curriculum to promote student interest and receptive learning.
- Designed lesson plans focused on age and level-appropriate material.

EDUCATION

BACHELOR OF SCIENCE: INDUSTRIAL MATHEMATICS

2011

University Of Benin, Benin City, Edo State, Nigeria
Second class Honors

WEST AFRICA EXAMINATION SENIOR SECONDARY CERTIFICATE

2000

Ojuku High School Tolu, Olodi Apapa Lagos State
Senior Secondary School Certificate (SSCE)

FIRST SCHOOL LEAVING CERTIFICATE

1994

Ajeromi Central Primary School, Olodi Apapa, Lagos State, Nigeria
First School Leaving Certificate (FSLC)

CERTIFICATIONS

- Microsoft Office Specialist (MOS)
- Leadership Essentials Certificate

SKILLS

- Multi-Tasking
- Careful And Active Listener

REFERENCES

Available On Request.