

AFINOTAN, ALEXANDER TORITSEBAWO

EL 53 Porsche Estate Phase 3, Karmo District, Abuja

afinotanalexander@gmail.com

08065180183, 07088639353

PROFILE

Dynamic Realtor and Real Estate Investment Analyst with extensive experience in sales and financial management within the real estate sector. Known for a strong work ethic, tenacity, and service-oriented approach, I am a proactive team player willing to learn and bring innovative ideas to any organization.

OBJECTIVES

To contribute unique initiatives and professional skills to an organization while fostering personal growth in my area of expertise, ultimately driving the organization's success through creative problem-solving and a results-oriented mindset.

CORE SKILLS

- Real Estate Investment Analysis
- Negotiation and Closing of Sales Deals
- Target-Driven and Results-Oriented
- Analytical and Problem-Solving Skills
- Strong Team Player with Excellent Work Ethic
- Independent and Effective under Minimal Supervision
- Active Listening and Interpersonal Relationship Skills
- Computer Literacy and Proficiency in CRM Platforms

CAREER SUMMARY

February 2026 - till date

FRONTLINE HOMES LIMITED

Branch Manager(Abuja)

- Managed the daily operations of the branch to ensure smooth business activities
- Developed and Implemented Branch strategies to achieve organizational goals
- Train, supervise and coordinate the activities of Sales Freelancer and Staff
- Foster a high-performance culture through coaching, mentoring and motivation
- Monitor Branch productivity and prepare periodic performance reports
- Recruit, Onboard and train Sales Freelancers
- Conduct regular Sales training and product knowledge session.

January 2023 - October 2025

HUSH HOMES LIMITED

Business Development Manager (Abuja)

- Developed and implemented sales strategies for the organization and the sales team.
- Closed land property deals worth a total of N60,000,000
- Closed Housing property deals worth a total of N250,000,000
- Managed on-site properties, enhancing client relationships and operational efficiency.
- Crafted sales proposals and negotiated deals with potential corporate clients.
- Identified strategic business partnerships to foster growth opportunities.

June 2022 - December 2023

MECER CONSULTING LIMITED

Executive Assistant/Strategic Marketer (Abuja)

- ✓ Drew up workable marketing strategies for the company
- ✓ Was in charge of all online leads generation and high profiled clients
- ✓ Set up board meetings on behalf of the CEO
- ✓ Served as the CEOs secretary and assistant
- ✓ Set up reminders and memos for the entire company to follow to ensure company's policy compliance

November 2019 - June 2022

ZEALAND PROPERTIES

Senior Sales Executive (Lagos)

- Assisted the sales team in effectively closing sales deals and achieving monthly targets.
- Established and maintained enduring connections with clients for future business opportunities.
- Led the Sales Team to a number of Sales Training Conferences
- Closed a land property deal worth N7,000,000
- Closed a Housing property deal worth N85,000,000

July 2019 - till date

ATCO HOMES (Lagos)

Sales Consultant (Freelance)

- Trained their sales and Marketing team on how to close Sales deal
- Closed 2 units of an off plan deal worth N50,000,000 (Terrace Duplexes)
- Came up with Sales strategies for the team
- Participated in their Sales Activation activity (outdoor marketing)
- Closed a land property deal worth N10,000,000
- Sold a plot of 450sqm land at Banana Island worth N850,000,000

March 2019 - June 2019
SPERONE DEVELOPMENTS
Sales Executive (Lagos)

- Focused on meeting sales targets while expanding the client base through effective marketing strategies.
- Made my first real estate sale worth N5,000,000 within my 3 months of training as a first time realtor and sales person
- Managed sales records and client communications diligently.

April 2018 - March 2019 (Lagos)
Networker and Marketer of Beauty Products (Team Leader)

- Supervised product distribution and promotion for newly introduced cosmetic lines in Nigeria.
- Coordinated advertising campaigns to bolster brand awareness and customer engagement.

January 2017 - April 2017 (Akure)
Field Agent (INEC; Freelance)

- Collected and analyzed data on electoral violence during the 2019 elections and reported findings.

May 2015 - April 2016 (NYSC)
Junior Administrative Officer (Federal Polytechnic, Ado Ekiti)

- Responsible for preparing final result certificates for students.
-

ACHIEVEMENTS

- Completed online training in Fundamentals of Analyzing Real Estate Investment.
- Successfully closed my first deals as a Sales Consultant, generating significant revenue for ATCO Homes.
- Introduced new sales strategies at ATCO Homes, contributing to its operational structure.
- Notably sold a plot of land as a freelance staff within three months of training at Sperone Development.
- Resold client properties after a year, showcasing the effectiveness of investment advisory role.

CERTIFICATION(S)

- *Fundamentals of Analyzing Real Estate Investments*