

AMANZE C. COLLINS

SALES & BUSINESS DEVELOPMENT PROFESSIONAL

Lagos, Nigeria | 08104908833 | 07031238979 | Ceeklex@gmail.com

PROFESSIONAL SUMMARY

Results-oriented sales and customer relationship professional with over 6 years of experience in sales, marketing, customer acquisition and client engagement. Experienced in promoting consumer products and telecommunications services, identifying prospective customers, generating sales opportunities, processing transactions and following up with customers to support business growth. Strong interpersonal and communication skills with practical experience engaging customers, understanding their needs and building relationships.

CORE COMPETENCIES

- Sales & Business Development
- Lead Generation
- Product Marketing
- Customer Engagement
- Order Taking & Processing
- Customer Retention
- Teamwork
- Customer Service
- Customer Acquisition
- Client Relationship Management
- Sales Follow-up
- Product Presentation
- Sales Transactions
- Communication & Negotiation
- Target-Oriented Work

PROFESSIONAL EXPERIENCE

Direct Sales Agent (DSA)

MultiChoice Nigeria, Yola, Adamawa State | November 2023 – November 2025

- Promoted and sold MultiChoice/DStv products and services to prospective and existing customers.
- Identified potential customers and generated sales opportunities through direct engagement.
- Presented product and service benefits to prospective customers.
- Registered new customers and processed sales transactions.
- Followed up with prospective customers to convert opportunities into sales.
- Built and maintained positive relationships with customers.
- Responded to customer questions and provided relevant product information.
- Supported the achievement of assigned sales targets and business objectives.

Administrative Officer

Advanced Private Security Guards Company Limited, Yola | April 2021 – September 2023

- Maintained professional relationships with clients, visitors and colleagues.
- Attended to client enquiries and provided appropriate information and assistance.
- Supported administrative activities involving clients and business operations.
- Maintained accurate documentation and records.
- Communicated effectively with customers and internal teams.

Marketer

NASCO Group of Companies, Yola | August 2019 – February 2021

- Promoted and marketed company products including cornflakes, detergents and biscuits.
- Identified prospective customers and developed customer relationships.
- Presented products to potential customers and communicated product benefits.
- Took customer orders and followed up on prospective sales.
- Maintained good customer relationships to encourage repeat purchases.
- Supported product visibility and sales activities within the market.

Receptionist

Duragi Hotel and Suites, Yola | Dates not provided

- Welcomed guests and provided professional customer service.
- Handled reservations, check-in and check-out processes.
- Responded to guest enquiries and requests.
- Built positive relationships with guests through courteous and responsive service.
- Handled telephone enquiries and directed customers to the appropriate service.

EDUCATION

Higher National Diploma (HND)

Adamawa State Polytechnic, Yola | 2019 – 2021

Senior Secondary School Certificate

General Murtala Muhammed College (GMMC), Yola | 2003 – 2009

Primary School Certificate

Army Children School, Yola | 1999 – 2003

LANGUAGES

English | Igbo | Hausa

REFERENCES

Available upon request.