

BABATOPE OLUWADAMILARE SAMUEL

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PROFESSIONAL SUMMARY

Results-driven Sales and Distribution professional with over 5 years of experience in FMCG, retail, and customer service operations. Proven track record in distributor trade management, sales execution, and client relationship building at companies including Unilever Nigeria PLC. Skilled in inventory control, order processing, and driving sales growth in competitive markets. Seeking to leverage strong operational and interpersonal skills to contribute to organizational goals.

WORK EXPERIENCE

***Distributor Trade Operator | Unilever Nigeria PLC | 2022 - 2025**

- Managed daily distribution operations and ensured timely delivery of products to retail outlets
- Coordinated with distributors and retailers to maintain optimal stock levels and minimize out-of-stock situations
- Processed sales orders and maintained accurate records to support efficient trade operations

Sales Executive | Onabowale & Sons Ltd | 2020 - 2022

- Executed sales strategies to meet monthly targets and expand customer base
- Built and maintained strong relationships with clients to drive repeat business
- Provided product information and resolved customer inquiries to ensure satisfaction

Front Desk Officer | Larry Pharmacy | 2018 - 2020

- Managed front desk operations, customer inquiries, and appointment scheduling
- Processed sales transactions and maintained inventory records

Receptionist | Agro Allied | 2016 - 2018

- Welcomed visitors and managed office communications
- Handled administrative tasks and maintained office records

Computer Operator | Efolink Technology | 2015 - 2016

- Operated computer systems for data entry and document processing
- Provided technical support to staff and clients

EDUCATION

***Ordinary National Diploma (OND), Insurance* | Lagos State Polytechnic | 2019 - 2021**

***Senior Secondary School Certificate* | Divine Favour Comprehensive College | 2009 - 2014**

KEY SKILLS

- Sales & Distribution Management
- Distributor & Retail Relationship Management
- Inventory Control & Order Processing
- Customer Service & Communication
- MS Office Suite
- Problem Solving & Team Collaboration

REFERENCES

Available upon request.