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Summary

A highly dedicated, efficient and goal driven experienced professional, who has a natural flare for communicating and building relationships with potential clients. I am creative, innovative, willing to learn and in return contribute knowledge and ideas to any given project. A Certified Sales Professional. An Experienced Fixed & Wireless Telecommunications Services. Customer Services Oriented Work Experience, cybersecurity and AI integrator.

Experience



Btech Digital & AI Limited. (GM Cybersecurity & AI unit) Berkeley Group Plc (Feb 2021 – Till Date)

- ✓ Prepare detailed reports on inventory operations, Stock levels and adjustments.
- ✓ Examined the levels of supplies to avoid stock outs and inventory shortage.
- ✓ Evaluate new inventory to ensure that it is packed and ready for delivery to customers.
- ✓ Ensure that products meet customer requirement and passes quality assurance test before delivery.
- ✓ Kept records of customer interactions or transactions, recording details of inquiries, complaints, or feedback, as well as actions taken.



BRAINHOUSE. GM Operations 2019 - 2021 (2yrs)

- ✓ I assist supervisors to achieve deliverables for new marketing initiatives
- ✓ On regular bases, i carry out after sales services for accounts i manage, solving their issues, providing them with new information's & processing their new orders
- ✓ My other responsibility, is to assist our billing department to prepare customers' bills at the beginning of each month
- ✓ Depth recovery is part of my majors. I team up with our Credit control unit to collect outstanding depths



GLOBALCOM Nig. (Regional Manager SW) – ICT, Govt. & SME Vertical Mar 2013 - Oct 2019 (6yrs)

- ✓ I coordinate and back up my team members in selling telecommunications/ICT services to old clients as well as find business opportunities and potential new clients for the growth of the company.
- ✓ I analyze communication related needs and implant plans and strategies with my team as per requirement.
- ✓ I am responsible for perusing quotes & orders prepared by my team members before sending it out to customers.
- ✓ I visit potential and large company's orders in our Data base and review their telecommunications/ICT services.
- ✓ I recommend possible telecommunications/ICT services to walk in customers and clients as per their usage and demand.
- ✓ I oversee the working of the entire ICT, Govt. & SME Verticals sales team Southwest Nigeria and administration of the trainees and other fellow workers in my team as per the implemented strategies.
- ✓ Strictly into account management to reduce churn and introduction of new enterprise solutions products and services to increase revenue and meet set target
- ✓



MTN NIGERIA (Business Account Manager) Enterprise & Business solutions Jan 2006 to Feb 2013 (7yrs)

- ✓ I physically introduce telecoms solutions to Govt. & SME's customers & prospects.
- ✓ I generate business from existing customers and source and develop new potential contacts, who will contribute to increase in sales within the sector
- ✓ I possess the flexibility to respond rapidly to business requirements of all sectors
- ✓ I establish the needs of Govt. & SME customers & develop & implement account management strategies
- ✓ To increase MTN Market share through the acquisition of new accounts as well as, development & maintenance of current accounts
- ✓ Communicating favorable image of the organization as a whole to the customers
- ✓ I have an in-depth knowledge of our bouquet of telecommunications products & services
- ✓ I evaluate customer's needs, by enquiries & make recommendations from our bouquet of telecommunications services, which addresses the customer's pains & by providing solutions.



VGC Communications. Marketing & Sales Exec 2003 - 2006 (3yrs)

- ✓ I assist supervisors to achieve deliverables for new marketing initiatives
- ✓ On regular bases, i carry out after sales services for accounts i manage, solving their issues, providing them with new information's & processing their new orders
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Benchmark Technologies. Marketing Intelligence & Bus Dev 2001 - 2003 (3yrs)

- ✓ Discovered and interacted with potential customers to identify their needs, provided product recommendation and explained product features and specifications.
- ✓ •Handled and resolved all customer requests and complaints ensuring all-time great customer experience.
- ✓ •Developed sales strategies and techniques necessary for achieving the sales targets.
- ✓ I sell Computers, Phones, Phone accessories to Businesses, Governmental Organizations & Individuals
- ✓ It was my duty to approach potential customers with the aim of winning new business & as well as maintaining good relationship with clients.
- ✓ Sales and service of switch and routers.

Education



Ladoke Akintola University (Ogbomosho Oyo State Nigeria) 2000-2002

Master's Degree, Masters in Business Administration (Marketing & Finance Management)



Obafemi Awolowo University (Ile ife Osun State Nigeria) 1993-1998

Bachelor's degree, Demography & Statistics (BSC Hons)



Maryland Comprehensive Secondary School (Ikeja, Lagos State Nigeria) 1986-1991

Senior Secondary Certificate Examination (SSCE)



Institute Of Industrial Statistician (Ikeja Lagos State Nigeria) 2006-2008

SPSS (Marketing & Finance Management)

Skills

- Administration • Cybersecurity & AI • Business management & development • communication skills • cloud Computing • customer satisfaction • Information Security • cloud Computing • Risk Management
- A computer literate with excellent knowledge of Ms office Word, Excel, PowerPoint, Internet etc

- Strategic thinker, creative market, problem-solving skills & Vulnerability Assessment.
- I have Analytical skills, not only for presenting data but also for summarizing the findings and proposing recommendations for future improvement.

Honors & Awards

Organizations	Certifications/Trainings	Year
1. Research in Motion (RIM)	Blackberry Certified Mid Market Sales Associate	2007
2. Research in Motion (RIM)	BlackBerry Certified Enterprise Sales Associate	2007
3. I-skill Ltd	Stress Management Training	2007
4. MTN Nigeria Human Resources	Nokia Intellesync Training	2007
5. MTN Nigeria Human Resources	Time & Personal Management Training	2008
6. Profiliant Development Resources	Sales Retreat/Training	2008
7. MTN Nigeria Human Resources	Single Evieiw Training	2008
8. Huawei & TD	DSTV Mobile/GPRS Bundle Training	2008
9. FCE Asaba Delta state	Microsoft Imaging Academy	2019
10. Universal Anchor Ltd	Customer Service Excellence in 21 st century	2019
11. MTN Group Human Resources	Effective Business Communication	2012
12. Phillip consulting	Developing Leadership Competence	2021

LIST OF A FEW CLIENTELE BASE ACQUIRED

- | | |
|---|-------------------------------------|
| ▪ DHL Express | Afe Babalola University Ekiti state |
| ▪ Shell Nigeria Explorations & Production Company | University of Tech Oye ekiti |
| ▪ British Broadcasting Corporation | Babcock University Ogun state |
| ▪ Oyo, osun, kwara and ogun state Govts | Joseph Ayo Babalola University |
| ▪ LG Fouani Ltd | Tasued Ijebu Ode Ogun state |
| ▪ Flour Mills of Nigeria Plc | Kwara state University |
| ▪ VFS Global Services Nigeria Ltd | Faan Milk Ibadan |
| ▪ Maesk Line | Reuters |
| ▪ Nigerian Railway Corporation | Stallion Group |
| ▪ Lekki Free Zone Development Company | 46 Parallels |
| ▪ University of Ibadan Distance Learning | VDT Communications |
| ▪ IITA Ibadan | Alliance Francaise |
| ▪ Dangote Group | Arik Airline |
| ▪ ENL Consortium Ltd | Nairda Ltd |
| ▪ Yinka Folawiyo Group | FCMB |
| ▪ Coscharis Motors Ltd | Globalcom |
| ▪ Alaba International Market Association | Sterling Bank |

REFERENCES

Available on Request