

ERASMUS C. RAYMOND

SALES PROFESSIONAL/COMMUNITY MANAGER/VIRTUAL & DIGITAL MARKETER

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CAREER SUMMARY: A commercially driven sales professional across notable industries, well-grounded in quality communication and organisational skills. Adept to proffering solutions to problems to enhance workflow. A creative strategist committed to maximizing innate capabilities towards achieving strong business outcomes and advancing career goals in a dynamic environment.

ACADEMIC QUALIFICATION

NATIONAL OPEN UNIVERSITY OF NIGERIA
(Communication Technology), Lagos.

2017

CERTIFICATIONS

BACHELOR OF SCIENCE (BSC) IN COMMUNICATION TECHNOLOGY
GOOGLE CERTIFIED DIGITAL MARKETER
JOBBERMAN SOFTSKILL CERTIFICATION
HSAP WEB DEVELOPMENT CERTIFICATION
VIRTUAL ASSISTANT CERTIFICATION
DATA ANALYSIS (IN VIEW)

SKILLS AND MASTERY

- ◆ CONSULTATIVE SALES APPROACH
- ◆ KEEN ATTENTION TO DETAIL
- ◆ LEADERSHIP PRESENCE
- ◆ GOOD TEAM COLLABORATOR
- ◆ ANALYTICAL SKILLS
- ◆ CREATIVE STRATEGIST
- ◆ HANDS ON USAGE OF HOOTESUITE, MICROSOFT TOOLS, CANVA, ETC.

JOB HISTORY

BUSINESS DEVELOPER/REAL ESTATE CONSULTING,
ADRONHOMES & PROPERTIES LIMITED

2023 till date

I deplored the use of digital marketing to generate leads and close deals
Provided strategies for marketing campaigns
Lead a team to achieve sales goals
Created contents to drive social media marketing

Major milestones

Carried out market activation that improved leads pipeline by 75%
Sold 10 plots in a single month
Participated in a billion-naira luxury deal

COMMERCIAL/CONSUMER SALES SPECIALIST,
ECOBANK NIGERIA LIMITED

2020-2023

I managed consumers/commercial account openings
Mobilized funds deposits to achieve branch target
Responding to customers queries and provided solutions
Guided customers on making money market investments

Major milestones

Achieved account opening targets consistently in 4months
Contributed to branch deposit volume which increased by 63%
Maintained customer loyalty through thorough relationship management

SALES LEAD,**2018-2020****OPAY DIGITAL SERVICES LIMITED**

Customer facing marketing and lead generation
Provided strategies for marketing campaigns
Product listings on the company's website

Major milestones

Successful customer expansion in targeted niche
Successfully led a team to become the best performing group

COMMUNITY/BUSINESS DEVELOPER,**2017-2018****MIXMARVEL FINANCE**

Organised campaigns to keep the community engaged
Writing articles used in educating the community
Copywriting for social media post

Major milestones

Social media community grew significantly in two months

TELESALES EXECUTIVE,**2015-2016****REN MONEY MICROFINANCE BANK**

I ensured customer retention through repeated follow ups
Reached out to customers about new products and deals
Implore the use of CRM tools to manage sales pipeline
Analysing customer's bank statement using the DTI

Major milestones

Disbursed loan successfully adding to the team target
Conducted field verification to ascertain customer's worthiness

REFEREES: Available on request.