



ISAAC MICHAEL ARIWA

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Professional Summary:

A results-oriented professional with 8 years of progressive experience in Sales and Operations Management. Proven track record of implementing effective sales strategies that drive consistent revenue growth across diverse property portfolios. Skilled in optimizing sales performance, managing teams, and delivering measurable results.

Personal Data

○ Date of Birth:	29 th October 1986
○ Sex:	Male
○ Marital Status:	Married
○ Religion:	Christianity
○ LGA of Origin:	Ikwuano LGA
○ State of Origin:	Abia State
○ Nationality:	Nigerian

Key Accomplishments

- Successfully closed a ₦500million residential property transaction in Parkview Estate, Ikoyi.
- Facilitated ₦250million real estate transaction in Lekki.
- Closed multiple high-value land transactions ranging from ₦50million to ₦200million+.
- Built and maintained strong relationship with high net worth individuals, property buyers and real estate professionals.
- Increased qualified leads, strengthened the sales pipeline through effective CRM management.

Professional Skills

- Proficient in ERP/CRM & Microsoft Office Suite .
- CRM management, Retention and Conversion.
- Valid driver's license to facilitate property inspection and conversion.
- Strategic partnership & Realtors Networking.
- Digital and traditional marketing through social media platform, email marketing, digital sales funnel and B2B/B2C.
- Integrity, Accountability and Reporting.

Educational Background

Nasarawa State Polytechnic, Keffi Nasarawa (2014)
National Diploma in Estate Management

Newtech College, Ikeja, Lagos (2012)
Senior Secondary School Certificate (WASSCE)

General Certificate Examination (GCE), Lagos (2005)

Ogba Primary School, Ikeja, Lagos (2000)
First School Leaving Certificate

Work Experience

🏠 **Elite Pillar International, Ikota, Lagos** (2025 – 2026)
Sales Manager

- Ensure smooth daily operations within the departments.
- Developing actionable sales strategies
- Building relationships with key clients and resolving escalated customer complaints.
- Prepare and present performance reports.

🏠 **Vines Realty Limited, Lekki Phase 1, Lagos** (2023 – 2024)
Business Development Manager

- Developed strategic business plans, driving revenue and market expansion.
- Led sales initiatives, consistently exceeding targets.
- Built key partnerships, fostering business growth.
- Collaborated with marketers, enhancing brand visibility.

🏠 Arston Real Estate Limited, Ajiwe, Ajah, Lagos (2021 – 2023)
Sales & Operations Manager

- Ensure smooth daily operations across departments.
- Oversee site inspections, plot allocations, and documentation processes.
- Prepare and present performance reports
- Supervised the daily workflow of employees, ensuring high standards of performance and quality.

🏠 Christal Homes Group, Ajah, Lagos (2017 – 2021)
Head, Sales & Marketing

- Developed and executed strategies to drive sales growth.
- Oversea the sales pipeline, from lead generation to deal closure
- Created and implemented targeted marketing campaigns.
- Negotiate and close high-value deals to meet and exceed target
- Built relationships with industry influencers to enhance brand visibility and online presence.

🏠 Greg Usiholo & Co., Ikeja, Lagos (2015 – 2017)
Estate Valuation & Management

- Ensured high levels of client satisfaction by promptly resolving issues and providing friendly, efficient service.
- Conducted regular property maintenance and repairs, ensuring properties remain in optimal condition.
- Inspect buildings for safety hazards and compliance with local codes, minimizing risk and ensuring legal compliance.

REFEREES

Available upon request.