

Jide Esther Joy

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Career Objective

To obtain challenging and rewarding position in a reputable organization where I can utilize my skills, experience, and dedication to contribute to the company's growth while pursuing opportunities for professional development and career advancement.

Education

OLABISI ONABANJO UNIVERSITY AGO- WOIYE **2019**
B.Sc Business Administration

GOD'S REWARDS INTERNATIONAL SCHOOLS, KONU, IKORODU, LAGOS. **2013**

Work Experiences

ENTERPRISE LIFE INSURANCE **2024- till date**
ROLE: Executive Marketer

RESPONSIBILITIES:

- Develop and implement marketing strategies to promote insurance products and services to individual and corporate clients.
- Identify potential markets, generate leads, and support the sales team in achieving business growth targets.
- Conduct market research to understand customer needs, competitor offerings, and emerging industry trends.
- Build and maintain strong relationships with clients, brokers, and partners to enhance brand visibility and trust.
- Organize promotional activities, seminars, and awareness programs to educate customers about insurance plans.

MAJOR ACHIEVEMENT

- Successfully increased policy sales by 25% within one year through targeted marketing campaigns and lead generation strategies.

OLATUNJI AKANGBE & ASSOCIATES **2019**
ROLE: EXECUTIVE MANAGER

RESPONSIBILITIES:

- Oversee daily operation to ensure organizational goals and objectives are met efficiently.

- Supervise and guide department heads, team leaders, and staff to ensure alignment with company objectives.
- Develop and implement strategic plans, policies and procedure to support business growth and operational excellence.
- Analyze business performance data to identify areas for improvement and implement solutions.
- Coordinate cross-functional teams to ensure smooth communications and collaboration between departments.

NATIONAL YOUTH SERVICE CORP (NYSC)

2020-2021

GOD'S GRACE MULTIPLEX INT'L LIMITED

2019

ROLE: Saw Mill Supervisor

RESPONSIBILITIES:

- Oversee daily sawmill operations to ensure production goals, quality standards, and safety requirements are consistently met.
- Plan and manage production schedules to optimize workflow, minimize downtime, and meet deliver deadlines.
- Monitor the operation of sawmill machinery and equipment, ensuring proper maintenance and reporting any issues promptly.
- Enforce workplace safety policies and procedures to maintain a safe efficient working environment.
- Identify process improvements to increase productivity, reduce waste, and improve operational efficiency.

FOLABRAM NURSERY & PRIMARY SCHOOL

2018

ROLE: PTA Secretary.

RESPONSIBILITIES:

- Record accurate minutes of PTA meetings and distribute them to members in a timely manner.
- Prepare meeting agendas in coordination with the PTA chairperson and executive committee.
- Maintain and organize official PTA records, including meeting minutes, correspondence, membership lists, and reports.
- Handle incoming and outgoing communications, including emails, letters, and announcements to parents and staff.
- Act as a liaison between parents, teachers, and school administration to facilitate clear communication.

CAPITAL EXPRESS ASSURANCE

2023

Challenge, Ibadan

ROLE: Executive Marketer

RESPONSIBILITIES:

- Promote and sell insurance products and services to individual and corporate clients to achieve sales targets.
- Identify potential clients through lead generation, networking, referrals, and market research.
- Conduct presentations and explain insurance plans, benefits, and terms clearly to customers.
- Develop and implement market strategies and campaigns to increase product awareness and market penetration.
- Build and maintain strong relationships with clients to ensure customer satisfaction and policy renewals.
- Meet monthly and quarterly sales goals while maintaining compliances and regulatory guidelines and company policies.

Training/Certification

- Skill Edge consulting Ltd 2019
(preparing for life, skills and attitude needed by entry level fresh graduates)

CERTIFICATION

- Computer training in desktop publishing. 2010

SKILLS:

- Excellent communication and interpersonal skills.
- Time management and organizational skills.
- Adaptability and ability to work under pressure.
- Problem solving and decision making skills.
- Ability to manage people and resources.
- Team playing skills.
- Strong sales and negotiable ability.

REFERENCES

Olatunji Samuel

MD/CEO God's Grace Multiplex Int'l Limited
080602552955