

BANKOLE JOHNSON OLUWATOSIN

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PROFESSIONAL SUMMARY

Results-driven sales professional with 4+ years of experience in field sales supervision and telesales. Proven ability to lead sales teams, exceed targets, acquire customers, manage leads, and build strong customer relationships in target-driven environments. Successfully supervised a 10-member sales team and consistently exceeded assigned sales targets. Strong communicator with expertise in sales follow-up, objection handling, negotiation, customer relationship management, and team leadership. Holds a B.Sc. in Statistics and an OND in Computer Engineering.

CORE SALES COMPETENCIES

Sales Leadership | Customer Acquisition | Telesales | Field Sales | Lead Generation | Sales Conversion | Team Supervision | Customer Relationship Management | Target Achievement | Negotiation | Objection Handling | Product Presentation | Customer Retention | Sales Follow-up | Market Development | Sales Reporting

PROFESSIONAL EXPERIENCE

CREDIT DIRECT — Telesales Representative

2024 – 2026 | Lagos, Nigeria

- Conducted outbound calls to prospective and existing customers to generate leads and drive sales.
- Presented product benefits, identified customer needs, handled objections, and guided prospects through the sales process.
- Followed up consistently with prospects to improve conversion and maintain customer relationships.
- Worked in a target-driven environment with a strong focus on sales performance and customer satisfaction.
- Maintained accurate customer records and documented sales interactions to support effective lead management.

MULTI CHOICE COMPANY — Area Sales Supervisor

2022 – 2024 | Lagos, Nigeria

- Supervised and coordinated a 10-member sales team, providing guidance and support to drive field sales performance.
- Consistently exceeded assigned sales targets through effective customer engagement, team coordination, and sales follow-up.
- Identified new customer opportunities and supported sales expansion within the assigned territory.
- Monitored individual and team performance and provided coaching to improve sales effectiveness.
- Built and maintained strong customer relationships while supporting the resolution of customer concerns.
- Prepared and reviewed sales reports to monitor performance and support business decisions.

D WAY REMIT — Reconciliation Intern / NYSC PPA

2021 – 2022 | Lagos, Nigeria

- Assisted with reviewing and reconciling financial transactions and identifying discrepancies.
- Used Microsoft Excel to organize transaction information and maintain accurate records.
- Supported documentation and resolution of transaction-related issues.
- Completed the National Youth Service Corps programme while developing professional communication, teamwork, and organizational skills.

LEADERSHIP & VOLUNTEER EXPERIENCE

Charity Group Leader — Volunteer

- Coordinated team members, delegated responsibilities, and supported charity and community activities.
- Promoted teamwork, communication, and effective execution of group activities.

Volunteer Traffic Officer

- Assisted with traffic and crowd management while interacting directly with members of the public.

- Demonstrated clear communication, teamwork, discipline, and situational awareness.

EDUCATION

Olabisi Onabanjo University, Ago-Iwoye

B.Sc. Statistics | 2016 – 2021

Federal Polytechnic, Ilaro

OND Computer Engineering | 2013 – 2015

TECHNICAL SKILLS

Microsoft Excel | Microsoft Word | Canva | Sales Reporting | Data Management | Customer Records Management