

YAHAYA MUHAMMED KABIR

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PROFESSIONAL SUMMARY

Hardworking and result-oriented graduate of Social Studies Education with a Second Class Upper (2:1) degree and professional teaching registration with TRCN. Experienced in direct sales, field marketing, customer acquisition, product promotion, customer relationship management, and achieving sales targets. Possesses strong communication, interpersonal, negotiation, and teamwork skills, with experience working directly with customers and promoting products and services.

WORK EXPERIENCE

DIRECT SALES EXECUTIVE — UNITED BANK FOR AFRICA (UBA)

- Conducted field sales and marketing activities to promote the bank's products and services.
- Acquired new customers and assisted with account opening and onboarding processes.
- Promoted relevant banking products, including loan products, to eligible customers.
- Assisted eligible customers with loan applications and guided them through the required process.
- Built and maintained strong customer relationships through effective communication and customer service.
- Generated leads, followed up with prospective customers, and converted prospects into customers.
- Worked consistently toward achieving assigned sales targets and business objectives.
- Identified customers' needs and recommended suitable banking products and services.

FIELD MARKETING / PRODUCT DISTRIBUTION — HYPO & DETTOL

- Conducted field marketing and product promotion activities.
- Engaged customers and members of the public to create product awareness.
- Distributed products at assigned locations and supported promotional campaigns.
- Maintained effective communication with customers and team members.
- Assisted with documentation and reporting of field activities.
- Applied negotiation and customer engagement skills to support sales and product visibility.

NYSC EXPERIENCE

- Participated in traffic management and community development activities during the National Youth Service Corps programme.
- Worked collaboratively with team members and engaged with members of the public.

EDUCATION

Nasarawa State University, Keffi

Bachelor of Education (B.Ed.) — Social Studies Education | Second Class Upper Division (2:1)

PROFESSIONAL QUALIFICATION

Teachers Registration Council of Nigeria (TRCN) — Registered Teacher

LEADERSHIP EXPERIENCE

Director of Social — Faculty of Education, Nasarawa State University, Keffi

- Coordinated social activities and supported student engagement.
- Worked with other student leaders to organize activities and communicate effectively with students.

KEY SKILLS

Direct Sales & Marketing • Customer Acquisition • Customer Relationship Management • Business Development • Lead Generation & Follow-up • Account Opening & Customer Onboarding • Product

Promotion • Communication & Interpersonal Skills • Negotiation • Teamwork • Target Achievement •
Field Operations • Problem Solving

NATIONAL YOUTH SERVICE

NYSC — Completed

REFERENCES

Yahaya Muhammedu

Chief Executive Officer, National Universities Commission (NUC), Abuja

Dr. Abdulkarim Yunusa

HOD, Art and Social Sciences, Faculty of Education, Nasarawa State University, Keffi