

ADEKANBI ISHOLA SEMIU

BUSINESS DEVELOPMENT MANAGER

SUMMARY

Business Development Manager with over 9 years of experience in developing and executing successful sales strategies. Proven track record of driving revenue growth, securing key contracts, and building strong, lasting client relationships.

CONTACT DETAILS

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SKILLS

- Logical thinking - Expert
- Strategic Thinking - Expert
- Communication - Expert
- Market Strategy - Expert
- Negotiation - Expert

REFERENCES

References available upon request

EDUCATIONAL HISTORY

HND in Business Administration

Polytechnic Ibadan | 2022

ND in Accounting

Rufus Giwa Polytechnic, Owo | 2009

WORK EXPERIENCE

Mytopgrade

Business Development Manager | 2019 - Present

- Developed and implemented an effective CRM system to streamline business operations.
- Closed deals and secured contracts with potential customers to drive business growth.

OPAY

Business Development Manager | 2019

- Created awareness through activations and campaigns to boost sales and market penetration.
- Worked closely with the marketing team to develop and execute promotional strategies
- Negotiated and secured lucrative contracts with new clients

Etisalat Nigeria

Business Development Manager | 2010 - 2017

- Developed and implemented successful sales strategies that significantly increased company revenue.
- Established and maintained strong relationships with key clients to ensure long-term business success.