

OLASUPO TEMIDAYO

CAREER OBJECTIVE

Empathic and resilient sales manager with expertise in implementing sales strategies, coaching and mentoring new sales reps, and analytical aptitude to recognize patterns and sales trends. Outstanding communication and organizational skills to develop active and engaging collaboration across customer-facing departments, including customer support and marketing, to maintain deals moving through the sales funnel.

WORK EXPERIENCE

SALES MANAGER

Royal Horizon Limited Kano State / April 2024– July 2026

- Achieved growth and hit sales targets by successfully managing the sales team
- Designed and implemented a strategic business plan that expands company's customer base and ensure it's strong presence
- Owned recruiting, objectives setting, coached and performance monitoring of sales representatives
- Built and promoted strong, long-lasting customer relationships by partnering with them and understanding their needs
- Presented sales, revenue and expenses reports and realistic forecasts to the management team
- Identified emerging markets and market shifts while being fully aware of new products and competition status

SALES SUPERVISOR

Cellcraft Nigeria Limited Kano State / Jan 2022– March 2024

- Leads and managed the sales team, providing guidance, support, and coaching to achieve sales targets and objectives.
- Developed and implemented sales strategies, planned, and tactics to drive revenue growth and market share.
- Set sales targets, quotas, and goals for individual team members and monitor performance against targets.
- Recruited, trained, mentored, and developed sales staff, provided product knowledge, sales techniques, and customer service skills.
- Conducted regular performance evaluations, feedback sessions, and coaching sessions to support sales team development and improvement.
- Analyzed sales data, market trends, and customer feedback to

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Ojodu Berger. Lagos State.

EDUCATION

Ekiti State University

Ekiti State | 2017

Bsc in Statistic

Federal Polytechnic Ekiti

Ekiti State | 2012

National Diploma in Statistics

**Babs Fafunwa Millennium Grammar
School**

Lagos State | 2007

SSCE

Ojodu Primary School

Lagos | 2001

FSLC

CERTIFICATE OBTAINED

Bsc in Statistic

National Diploma in Statistics

NYSC Certificate

SKILLS

Effective Communication Skill

Good Telephone Manner Skill

Time Management Skill

Team Management Skill

Office Management Skill

Mentoring and Coaching Skill

identify opportunities for improvement and developed action plans to address challenges.

- Maintained relationships with key customers, partners, and stakeholders to support customer retention and loyalty.
- Monitored and managed sales pipelines, forecasts, and budgets to ensure accuracy, visibility, and accountability in sales performance.
- Stayed updated on industry trends, competitive landscape, and best practices in sales management to drive innovation and continuous improvement.

VAN SALES REPRESENTATIVE

Chivita Nigeria Limited, Kano State / Jan 2021– Dec 2021

- Drives a company-owned van to assigned territories, routes, or customer locations to conduct sales visits and deliveries.
- Loaded and unloaded products from the van, ensuring accurate inventory counts and proper handling of goods.
- Established and maintained relationships with existing and potential customers, addressing their needs and preferences to drive sales.
- Presented and demonstrated products or services to customers, highlighting features, benefits, and pricing information.
- Took orders from customers, process sales transactions, and issue receipts or invoices for purchases.
- Negotiated pricing, discounts, and terms with customers to maximize sales revenue and profitability.
- Cross-sold or upsold additional products or services to customers to increase order value and meet sales targets.
- Provided product recommendations, advice, and assistance to customers based on their requirements and preferences.
- Maintain accurate records of sales activities, customer interactions, and inventory levels using sales software or databases.
- Monitor competitor activities, market trends, and customer feedback to identify opportunities and challenges in the sales territory.
- Collaborate with sales managers, supervisors, and colleagues to coordinate sales activities, share insights, and develop strategies.
- Participate in sales meetings, training sessions, and product knowledge sessions to stay updated on company offerings and sales techniques.
- Follow safety protocols and driving regulations while operating the company van, ensuring safe transportation of products and personnel.

REFERENCE

Complex Problem-solving Skill

Leadership Skill

Negotiation & Collaboration Skill

AFFILIATION AND INTEREST

Voluntary Services

Social Works and Research

Public Services

Human Asset Interest

LANGUAGE

English Language

Hausa Language

Yoruba Language

Available on request

