

OGUNNAIKE ADEBAYO DAMILOLA

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OBJECTIVE

Dedicated and results-driven Insurance Agent with over 3 years of experience in providing comprehensive insurance solutions to clients. Adept at assessing client needs, recommending appropriate coverage, and delivering exceptional customer service. Proven track record of building and maintaining strong client relationships, achieving sales targets, and ensuring client satisfaction. Skilled in policy analysis, risk assessment, and claims processing. Committed to helping clients protect their assets and achieve financial security through tailored insurance plans.

EDUCATIONAL QUALIFICATION

- Anglican Primary School, Isawo, Ikorodu. 2003-2010
- Isawo Comprehensive High School, Ikorodu, Lagos 2010-2016
SENIOR SECONDARY EXAMINATION CERTIFICATE (SSCE)
- Federal University Oye-Ekiti (Second class upper). 2016- 2021
B.Sc. Industrial Chemistry

WORKING EXPERIENCE

Sippy Life

Position held: Head of Sales

Duty:

- Led sales strategy and team development across Lagos, Abuja and Calabar.
- Grew active sales agents from 0 to 14 through recruitment, training and performance management.
- Generated 1,186 leads and converted 18 paying B2B clients.
- Generated ₦71.2M in sales revenue through business development and client acquisition.
- Managed sales pipeline, CRM tracking, client relationships and team performance.

Position held: financial advisor.

Duty:

- Meeting with clients.
- Offering specialized financial guidance and advice.
- Completing financial needs analyses.
- Creating and explaining customized plans.
- Utilizing knowledge of tax investment strategies.
- Assessing clients' financial portfolios.
- Analyzing clients' risk. Encouraging clients to invest in the future.

Yet to production volume for both life and general business between 2022 – 2024:
#20,166,630

Pillar Builder College

Position held: Teacher

Duties:

- By imparting knowledge into the lives of the students
- Moulding of students morally etc

AWARDS

- NYSC | 2023-2024
National Youth Services Corp
- CIIN | 2023
Chartered Insurance Institute of Nigeria
- Bachelor of Science Industrial Chemistry (B.Sc)
- Certificate of Recognition President Fuoye Student Parish
- SSCE Certificate

SKILLS

Professional Skills

- Proper organization of information materials/resources for easy retrieval
- Proper preservation of Information
- Proper data and record management
- Research expert

- Accountability and transparency
- Paying attention to details
- Discipline and integrity
- Humility and loyalty.

Soft Skills:

- Communication
- Teamwork
- Problem-solving
- Time management
- Leadership
- Adaptability
- Critical thinking

Digital Skills:

- Microsoft Office (Word, Excel, PowerPoint, Outlook)
- Google Suite (Docs, Sheets, Slides, Gmail)
- Graphics Designing
- Video Editing

Language:

- Fluency in English
- Fluency in Yoruba

REFEREE

- Available on request.