

MICHAEL OLUWATOBILOLA

Business Development Manager (BDM)

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PROFESSIONAL SUMMARY

I desire and look forward to working in an organization that will allow me to maximize my interpersonal skills and initiatives, as well as to develop a professional career in an environment that provides challenges and opportunities for professional growth, personal development, teamwork, diligence, creativity, hard work, and job satisfaction while positively contributing to the organization's goals.

RELEVANT SKILLS

- People management
- Vendor management
- Project supervision
- Results-driven
- Market research
- Project reporting

PROFESSIONAL EXPERIENCE

PlusWorld Realtors

Business Development Manager and Sales Specialist | February 2025 – Till Date

355 Group, Lagos

Business Development Manager | March 2024 – January 2025

Perfect Touch Cleaning Services, Lagos

Business Development Manager | December 2022 – December 2023

- Developed and maintained relationships with important contacts at potential clients, consulting firms, and partners to gain access to new prospects.
- Developed long-term relationships with new and existing consumers.
- Conducting research to discover new markets and client demands.
- Developing and implementing strategies to raise brand awareness.

Salvay HR Services, Lagos

Business Development Manager | August 2022 – December 2022

- Maintaining current client relationships while discovering areas for potential clients.
- Scheduling business appointments with prospective clients.
- Identifying opportunities in target markets for your company's products and services.
- Collaborating with the sales team and other employees to create tailored programs for new consumers.
- Developing and implementing strategies to raise brand awareness.
- Frequently briefed senior executives on sales success and consumer feedback.

Silversands Hall Schools SHS, Banana Island, Lagos

Business Developer | January 2021 – July 2022

- Developing and implementing plans forward retaining current families and potential clients.
- Hosting internal marketing and external readiness events, including celebratory events.
- Develop and lead a positive public relations strategy, including writing weekly news stories.
- Working hand in hand with the marketing and digital marketing team to update, develop and manage the school's use of social media and digital marketing.
- Working with the team and coming up with strategies on how to promote the school externally, both in events and through various presentations to reach a wider range of audience.
- Training pre-existing and new team members on how to generate leads.

Allianz Nigeria Insurance Plc, Lagos

Retail Sales Manager | December 2019 – December 2020

- Coordinate with the sales and marketing departments to create mutually beneficial proposals.
- Negotiating contract terms with clients and communicating with stakeholders.
- Gathering valuable information from customers and competition.
- Identify and research prospective clients.
- Maintaining financial growth and revenue for the organization.
- Identifying emerging markets to find new sales opportunities.

Gamma Electro-Acoustic and Construction Ltd, Ibadan, Oyo

Project Supervisor | September 2017 – July 2019

- Identify and research potential clients.
- Developed and maintain a good relationship with clients.
- Gathered useful information from clients and competitors.
- Monitored project team to ensure contract are executed as agreed.
- Educated clients on company packages and new policies.
- Assisted the site engineers on several key projects involving the construction of Winner Chapel headquarters (Port Harcourt) from start to finish.
- Handled cost-of-materials estimations and reports of the ongoing project.
- Inspection of materials and equipment before usage.

Government Secondary School, Sokoto State

Biology Instructor (NYSC) | February 2015 – May 2015

- Sanitization of the Kwara local government village.
- Organization of public lectures on the benefits of public health.
- Develop and initiate biology teaching materials and course content.

Evans Medical Plc, Ogun State

Industrial Training | February 2015 – May 2015

- Quality control on every company product.
- Observation of all company products to see if they meet the company's requirement.
- Checking of the products in the laboratory every day to ensure they meet requirement standard.

EDUCATION

Crawford University | August 2014 – July 2019

Bachelor of Science, Microbiology