

# Oluwaseun Osikominu Onyekachi

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## SUMMARY

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Results-driven sales and client relationship professional with experience in sales conversion, negotiation, customer needs assessment, and international account management. Contributed to monthly revenue of up to \$80,000 through effective follow-up, solution-based recommendations, and client relationship management. Skilled at building customer trust, handling objections, coordinating solutions, and maintaining strong client relationships. Ready to support sales targets, customer satisfaction, and business growth.

## PROFESSIONAL EXPERIENCE

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### Sales Manager& Medical Coordinator BOOKIMED

05/2024 – 07/2026  
Ukraine

- Contributed to monthly revenue of up to \$80,000 through client relationship management, sales conversion, negotiation, and consistent follow-up.
- Managed the end-to-end client journey, from initial inquiry and needs assessment to consultation and service coordination.
- Identified customer needs and recommended suitable healthcare solutions, supporting informed purchasing decisions and client engagement.
- Applied negotiation and objection-handling skills to address client concerns and support successful sales conversion.
- Built and maintained relationships with international clients across the United States, Canada, the Dominican Republic, and Mexico.
- Managed multiple client opportunities, maintained accurate records, and coordinated follow-ups to support a smooth customer journey.
- Resolved complex client concerns and collaborated with healthcare providers and internal teams to maintain customer trust and protect business opportunities.

### Medical Laboratory Scientist OGUDU PRIMARY HEALTH CENTER

10/2023 – 10/2024  
Lagos

- Participated in quality control and quality assurance procedures to support accurate and reliable laboratory results.
- Operated and assisted with the maintenance of laboratory equipment while complying with laboratory safety protocols.
- Maintained accurate laboratory and patient records, demonstrating attention to detail and accountability.

### Virtual Assistant INTELLIBYTES SERVICES

2023 – 2024

- Managed executive calendars, meetings, communications, and competing priorities to support efficient daily operations.
- Prepared presentations, reports, and business documentation for internal and client-facing engagements.
- Compiled and analysed expense reports to support financial monitoring and operational efficiency.
- Streamlined communication and administrative workflows to improve response times and productivity.
- Coordinated communication with internal and external stakeholders, demonstrating strong organisation, professionalism, and relationship management.

### Medical Laboratory Scientist FEDERAL MEDICAL CENTER

07/2022 – 07/2023  
Abeokuta

- Collaborated with physicians, nurses, and other healthcare professionals to support effective patient care and coordinated service delivery.
- Performed laboratory testing and analysis of clinical specimens in accordance with established procedures and quality standards.

- Collected, processed, and handled patient specimens while ensuring accurate identification, documentation, and sample integrity.

#### **Student Intern**

*FEDERAL NEUROPSYCHIATRIC HOSPITAL*

05/2019 – 08/2019  
Abeokuta

- Performed phlebotomy and collected patient specimens while ensuring accurate patient identification and proper handling procedures.
- Conducted routine laboratory tests under professional supervision.
- Assisted with laboratory procedures across assigned departments while following established protocols.

#### **Student Intern**

*BABCOCK UNIVERSITY TEACHING HOSPITAL*

2018 – 2021  
Ogun State

- Assisted with routine laboratory testing and analysis under professional supervision.
- Collaborated with healthcare professionals to support quality patient care and laboratory operations.
- Maintained accurate patient specimen and test-result records.

## **EDUCATION**

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### **Bachelor of Medical Laboratory Science (BMLS)**

*Babcock University*

2016 – 2021  
Ogun State

## **SKILLS**

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|------------------------------------------------------|----------------------------------------------|
| • Sales Conversion and Client Engagement             | • CRM Software Proficiency                   |
| • Customer Acquisition and Retention                 | • Lead Management and Follow-Up              |
| • Client Needs Assessment and Solution-Based Selling | • Sales Negotiation and Objection Handling   |
| • Customer Experience and Conflict Resolution        | • Revenue Contribution and Sales Performance |
| • Microsoft Office and Google Workspace              |                                              |

## **CERTIFICATES**

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- Virtual Assistant Program — African Leadership Xelerator

## **LANGUAGES**

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- English — Fluent

## **SOFT SKILLS**

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**Problem Thinking**

**Team Collaboration**

**Attention To Detail**

**Time Management**