

Oyinkansola M. Eyisanmi

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PROFESSIONAL SUMMARY

Result-driven Client Manager with 5+ years managing high-value B2B client portfolios, achieving 90% retention and 95% on-time delivery across government and corporate accounts. Experienced in contract negotiation, stakeholder management, and revenue growth. Demonstrates a strong ability to utilize data-driven insights to inform strategic decisions and drive project execution, producing outcomes that boost client retention and drive organizational growth. Seeking to leverage these competencies to design scalable, sustainable solutions across dynamic and fast-paced industries.

SKILLS

- Excellent client relationship management, account retention, and stakeholder engagement.
- End-to-end product development, operational planning, and go-to-market strategy.
- Strong communication, negotiation, and cross-functional team leadership abilities.
- Market research, competitive analysis, and data-driven decision making.
- Proficient in Microsoft Office Suite, Google Workspace and Project management tools (Jira).

PROFESSIONAL EXPERIENCE

Client Manager | Gatimo Limited – Lagos, Nigeria | January 2024 – March 2026

- Managed a portfolio of high-value accounts exceeding ₦400 million, driving consistent revenue growth through strategic client retention and upselling initiatives.
- Contributed to a measurable increase in repeat business by maintaining an 80%+ client satisfaction rate across post-project evaluations, with a 90% retention rate.
- Served as the primary point of contact for government and corporate clients, managing expectations, resolving escalations, and ensuring alignment throughout the project lifecycle.
- Onboarded and nurtured high-value client relationships, guiding stakeholders from initial consultation through to final project delivery.
- Liaised with procurement teams across client organizations to facilitate successful contract bids, registering on e-sourcing platforms to streamline the tendering process.
- Maintained comprehensive project files and process documentation for all clients, ensuring accurate records across the full project lifecycle.
- Managed end-to-end project workflows from initiation to delivery, coordinating team activities and monitoring progress to ensure timely completion.
- Oversaw the delivery of 5,000+ apparel units quarterly, achieving a 95% on-time delivery rate across large-scale government and corporate contracts.
- Implemented task management tools to improve workflow visibility, team accountability, and on-time project execution.

Brand Manager | POD Avenue – Lagos, Nigeria | October 2020 – December 2023

- Supervised the end-to-end launch of the brand's debut product line, spanning concept development, production, and marketing.
- Managed the release of over 50 unique product SKUs annually, resulting in a 25% increase in sales revenue.
- Oversaw a team of 10 production staff and external vendors, ensuring adherence to quality standards and delivery deadlines.
- Integrated client feedback and market research into product development cycles, resulting in improved buyer satisfaction and repeat business.
- Reduced sourcing costs by 20% through localized vendor negotiations and strategic procurement planning.

LEADERSHIP AND VOLUNTEER EXPERIENCE

Team Lead, Ushering Coordination | Church Community – Lagos, Nigeria | *November 2023 – Present*

- Manage a team of 16 volunteers, organizing weekly services for 300+ attendees, to set up and manage service logistics for congregants.
- Designed efficient service layouts and ushering systems that enhanced service experience.
- Lead briefing and debrief sessions to improve team responsiveness and resolve service flow issues.

Volunteer | *Ilupeju Medical Outreach – December 2021*

- Registered and served over 100+ community members with medication and health support during a rural health outreach.

EDUCATION

Bachelor of Science, Microbiology | July 2019

Obafemi Awolowo University, Ile Ife, Osun State.