

AZEEZ RASHEED ADEKUNLE

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Summary

Highly skilled and results-oriented Sales and Marketing Specialist with productive years of experience in promoting strong client partnerships and driving customer satisfaction. Possesses a proven track record of building and maintaining long-term relationships with key clients across various sectors and industries. Adept at understanding client needs, delivering tailored solutions, and exceeding expectations to drive revenue, growth and customer retention. Sound communicator and problem solver with excellent diplomatic skills for working with diverse teams and ensuring seamless service delivery. Demonstrated expertise in client acquisition, human management, and strategic planning. Committed to delivering exceptional service delivery and sales optimization.

Skill Highlights

- Customer relation skills
- Analytical Skills
- Excellent marketing skills
- Innovative
- Complex problem solver
- Result-oriented
- Ability to drive sales
- Leadership Skills
- Diplomatic
- Excellent Interpersonal and communication skills
- Time management

Professional Experience

Clerical officer (NYSC) – 2023 to 2024

Lagos State Ministry of Transportation

- Sorting of files related to the office activities, daily transaction and other matters.
- Providing clerical duties such as receiving letters and emails, making and answering of phone calls, photocopying and reception dusk duties.
- Helping of submitting bank teller to the bank and help in keeping and record of bank receipt and teller.
- Providing of administrative support to other department.
- Assisting in co-ordinating appointment and meetings for staffs and member.

Customer Care Representative – 2022

Tecno Caricare

- Cultivated and maintained positive relationships with clients, serving as their major point of contact.

- Conducted thorough assessments of client needs, understanding their concerns and requirements to provide appropriate solutions.
- Oversaw the day-to-day management of client needs, ensuring all commitments and deliverables are met.
- Monitored and measured client satisfaction levels through feedback and regular check-ins.
- Worked closely with other staff in the organization to foster work productivity.

Project Coordination Staff – 2020

Nigeria Distillery Limited (NDL)

- Facilitated effective communication with different project teams, departments, and external partners to ensure smooth project execution
- Worked with other staff to develop comprehensive project plans, including timelines, and milestones for completion.
- Assisted in the preparation and management of project budgets, monitoring expenses, and implementing cost-saving measures.
- Prepared regular project status reports, documenting project activities, and maintaining accurate project records.
- Provided support to project teams, addressing their concerns, and fostering a collaborative and positive working environment.

Certifications and Trainings

National Youth Service Certificate, NYSC – 2024

International Business Trip, South Africa – 2022

Education

Bachelor of Science (B.Sc) Business and Entrepreneurship Studies – 2023

Kwara State University, Ilorin, Kwara State, Nigeria.

Senior Secondary School Certificate – 2017

Iyanuoluwa Comprehensive College

First School Leaving Certificate – 2011

Pathfinder Nursery and Primary School

Referees

Prince Samson Elewode

Baale Idole Otta

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