

OKON CHRISTIAN

09011432005

[cokon531@gmail.com](mailto:cokon531@gmail.com)

Lagos, Nigeria

## PROFESSIONAL SUMMARY

Results-driven Commercial & Industrial (C&I) Sales Manager with proven experience in driving revenue growth within the mechanical and electrical (M&E) sector. Strong background in B2B sales, project-based selling, and key account management across commercial and industrial clients. Demonstrated ability to exceed sales targets, secure high-value contracts, and expand market share in competitive environments.

## CORE COMPETENCIES

C&I Sales Strategy & Execution

B2B Business Development

Mechanical & Electrical (M&E) Solutions Sales

Key Account & Contract Management

Revenue Growth & Sales Forecasting

Lead Generation & Pipeline Management

Tendering & Proposal Development

Negotiation & Deal Closure

Market Penetration & Expansion

Team Coordination & Leadership

## PROFESSIONAL EXPERIENCE

Sales Manager (Commercial & Industrial – C&I)

Dalal Mechanical and Electrical Services | Lagos, Nigeria

2021 – Present

Drove 25%+ revenue growth within one year by expanding commercial and industrial client base.

Generated and managed a sales pipeline worth over millions in project opportunities.

Secured high-value M&E contracts across commercial buildings, industrial facilities, and infrastructure projects.

Increased client acquisition rate by 30% through targeted B2B prospecting and strategic networking.

Maintained 85%+ client retention rate by delivering value-driven solutions and strong relationship management.

Led end-to-end sales cycle including tendering, proposal development, pricing, and contract negotiation.

Collaborated with engineering and project teams to ensure successful project execution and client satisfaction.

Improved sales conversion rate by 20% through structured follow-ups and pipeline optimization using CRM tools.

## EDUCATION

Bachelor of Engineering (Agricultural Engineering)

Ahmadu Bello University, Zaria, Kaduna State

## TECHNICAL SKILLS

CRM: Odoo

Microsoft Office Suite (Excel, Word, PowerPoint)

Sales Pipeline & Data Analysis

## KEY ACHIEVEMENTS

Achieved consistent 100%+ of annual sales targets

Closed multiple multi-million naira contracts in the C&I sector

Expanded company presence into new commercial and industrial markets

Built and maintained long-term relationships with key decision-makers

## REFERENCES

Available upon request