

MATANMI OLUGBEMI SEUN

B2B SALES LEAD

CONTACT

- ❖ 07063967904
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- ❖ 19, Eweje Street,
Mafoluku, Oshodi,
Lagos State.
- ❖ State of Origin: Ekiti
- ❖ Nationality: Nigerian

SKILLS

- ❖ Developing Contacts
- ❖ Proposal Preparation
- ❖ Professional
Relationships
- ❖ Technical Management
- ❖ Outreach Initiatives
- ❖ Retail Knowledge
- ❖ Data Integration

LANGUAGES

Fluent in English & Yoruba

LICENSES & CERTIFICATIONS

- ❖ Data Analyst
(Excel, Power BI, SQL)
- ❖ Higher Diploma in
Business Administration

CAREER OBJECTIVE

Results- oriented professional with over six years of work experience and proven knowledge of campaign management, client relationship management, and competitive analysis. Highly motivated worker with experience in a fast-paced retail environment. Proven track record of exceeding sales goals and driving customer satisfaction. Skilled in providing excellent customers. Dedicated professional with a passion for providing administrative assistance for sales teams. Skilled in delivering high quality customer services, managing customer inquiries and processing orders and returns. Proven success in streamlining processes to improve efficiency and customer satisfaction levels.

EXPERIENCE

2026 till date

Enterprise Sales Manager

Spectranet Limited

- *Business Development:* Identify and target potential enterprise clients (SMEs, Large Corporates, MDAs, Schools, Hotels, Estates) to expand the customer base.
- *Client Relationship Management:* Build and maintain strong, long-term relationships with key stakeholders, decision-makers and IT Managers in client organizations.
- *Sales Execution:* Develop and execute strategic sales plans to achieve and exceed monthly, quarterly and annual revenue targets.
- *Solution Selling:* Clearly explain product features, benefits, and enterprise solutions - including Fiber to the Office (FTTO), Dedicated Internet, VPN, and Enterprise Wi-Fi.
- *Negotiation & Closing:* Lead negotiations, prepare proposals/quotes, and close high-value contracts with enterprise clients.
- *Market Intelligence:* Analyze market trends, competitor activities (MTN, Airtel, MainOne, IPNX etc.) and identify new growth opportunities.
- *Reporting:* Prepare and deliver sales reports, pipeline forecasts, and presentations to senior management.

2024 to 2026

Data Analyst Specialist

Upwork: Freelancer

- *Data Extraction:* Retrieving specific data out of data source for further data transform, processes, or storage.
- *Data Mining:* Identifying patterns and extracting useful insights from big data sets to evaluate both structured and unstructured data to identify new information.
- *Data Cleaning:* Fixing and removing inaccurate, incomplete, or irrelevant data from datasets and improving the accuracy and integrity of the data using Microsoft Excel and Power BI.
- *Email Management:* Organising and responding to emails in a timely and effective manner.
- *Google Sheets:* Using Google sheet, Google Docs and Google forms as a workspace tools.

July 2022- August 2023

B2B Sales Lead

Konga Ltd, Ogba Lagos, Lagos.

- Built and established strong relationships with customers, enabling long- term partnerships.
- Built and maintained pipeline that support monthly, quarterly and annual goals.
- Updated and expanded client databases within assigned territory.
- Evaluated client feedback to transform ways to improve products and provide quality customer service.
- Gathered market intelligence on competitor activities, pricing Strategies and product features and benefits.
- *Account Manager*: Managing clients and key distributors account efficiently and ensured timely payment.
- Drive sales growth and achieve assigned team targets.

September 2018- July 2022

Branch Sales Manager

Konga Ltd, Ikorodu, Lagos State

- Assessed marketing potential of new and existing store locations considered statistics and expenditures.
- Prepared budget and approved budget expenditures.
- Resolved customer complaints in a timely manner while ensuring satisfaction was maintained.
- Analyzed trends and results to determine annual unit and gross profit plans.

January 2015- September 2018

Inventory Manager

Konga Ltd, Marina Lagos State

- Developed and maintained reliable inventory reports for management review.
- Examined invoices and shipping manifested for conformity to traffic and customer regulations.
- Worked closely with logistics team to ensure timely delivery of goods from warehouses or distribution centers.
- Evaluated inventory systems for accuracy and implemented improvements for efficiency.

EDUCATION

- Universite Protestante De L'Afrique De L'ouest
Port Novo (Benin) **(Second Class Upper)**
Bachelor of Science (BSc.) Business Administration (Sept. 2019)
- Olabisi Onabanjo University
Ago- Iwoye (Ogun State) **(Upper Credit)**
Diploma in Business Administration (April 2013)
- Reima Royal College
Jankara - Ijaiye, (Lagos State)
Secondary School Examination Council (S.S.C.E) (Jul. 2009)
- The Apostolic (STPS) School
Ijero, (Ekiti Sate)
First School Leaving Certificate (F.S.L.C) (Jul. 2001)

REFERENCE

- Available on request.