

AJIDAGBA SUSAN OYINDAMOLA

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Professional Summary

Dynamic Area Sales Manager with over 4 years of experience leading sales teams to exceed targets and grow market share. Skilled in territory management, sales forecasting, team coaching, and building strong client relationships. Known for translating data into actionable insights and developing strategies that drive revenue. Adept at mentoring team members to improve performance while maintaining high customer satisfaction.

Professional Experience

Area Sales Manager

Multichoice NG, Lagos | 2023 – Present

- Lead a team of sales representatives across multiple territories, consistently achieving and exceeding monthly and quarterly sales targets.
- Implement strategies that increased territory sales by 20% year-over-year.
- Conduct detailed market analysis and provide actionable insights to senior management.
- Develop and coach team members, improving overall performance and engagement.
- Maintain strong relationships with key clients, ensuring high customer satisfaction and retention.

Sales Coach

Multichoice NG, Lagos | 2016 – 2023

- Trained and mentored sales teams to improve product knowledge and performance.
- Designed personalized coaching plans, resulting in a 15% increase in team productivity.
- Monitored team KPIs, provided feedback, and implemented strategies for continuous improvement.
- Promoted collaboration and communication across teams to optimize sales outcomes.

Physical and Health Education Teacher

Toria School, Yaba, Lagos | 2011

- Developed and delivered lesson plans, assessed student performance, and managed classroom dynamics.
 - Adapted teaching methods to meet the needs of diverse learners.
 - Created a positive environment emphasizing both personal and academic growth.
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Education

- B.Sc. Human Kinetics & Health Education – University of Lagos, Akoka, 2012
 - Nigeria Premier College – 1998
 - National Youth Service Corps (NYSC) – University of Lagos Sports Centre, 2017
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Certifications

- Team Leadership & Management
 - Sales Management: Streams, Frameworks, and Processes
 - Leadership Lessons & Building High-Performing Teams
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Technical Skills

- CRM Software: Salesforce, HubSpot
 - Sales Forecasting & KPI Tracking
 - Data Analysis & Reporting: Excel, Google Sheets
 - Territory Management
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Volunteer Experience

Personal Caregiver | 2018 – Present

- Support clients with daily routines, physical care, and mental well-being.
 - Assist with meal preparation, medication reminders, goal setting, and accompany clients to appointments.
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References

- Michael Isaiah – Former Manager | +1 3479712998
- Joseph Awoyinfa – Associate Professor | +234 8023222096

