

UKAIBE MELVIN ONYEDIKACHI

Sales Manager

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PROFESSIONAL SUMMARY

Results-driven sales professional with a track record of consistently achieving sales targets amounting to > 2 million USD annually while proving exceptional customer service. An articulate and proactive team player, one who is instrumental in accelerating growth and incorporates innovative marketing techniques to enhance any business practices. Keen on driving revenue. Over 6+ years of experience in Sales Analysis, Customer Relationship, Market Research and Time Management.

SKILLS AND AREAS OF EXPERTISE

- Product Knowledge
- B2B Sales
- Strong Negotiation Power
- Market Research and Competitor Analysis
- Sales Planning
- Client Service & Customer Satisfaction
- Order Processing & Inventory Coordination
- Excellent Communication Skill
- Team Collaboration
- IT & Software Development Knowledge
- Emotional Intelligence
- Empathy and Compassion
- Strong Analytical Skill
- Penchant for Excellence
- Flexibility & Adaptability
- Digital Marketing
- Google Workspace
- Microsoft Office (Word, PowerPoint, Excel, Coral Draw etc.)

EXPERIENCE

Sales Manager – Vintage Systems Limited

(June 2023 – Present)

- Managed sales activities for technology products supplied to wholesalers, distributors and business customers.
- Consistently achieving a monthly sales target of > USD 250K by analysing market trends, good products knowledge, building strong customer relationship which constantly results in a total of > USD 2 million sales per annum.
- Developed and maintained relationships with business clients and distribution partners.
- Increased the number of partners by 20% through targeted marketing efforts and effective consistent outreach.
- Negotiated product pricing, quantities, and commercial terms with customers and Premium Partners.
- Collaborated with the sales/operations team to implement effective strategies and tactics that improved overall customer experience, resulting in a 40% increase in sales productivity and product markup.
- Coordinated with suppliers and customers to ensure smooth order fulfilment and customer satisfaction.
- Used microsoft excel to maintain sales records, track customer accounts, monitor orders, prepare sales reports, and analyse sales performance.
- Followed up with existing partners to encourage repeat business and develop long-term relationships.

Sales Executive | Client Service Officer – Ukatech Furnitures

(March 2021 – June 2023)

- Assisted customers in selecting furniture products based on their needs, preferences, space requirements, and budgets.

- Coordinated with production, warehouse, delivery, and other internal teams to ensure customer orders were packaged and delivered on time.
- Built and maintained strong relationships with customers, contributing to customer retention and business growth.
- Managed customer inquiries, product presentations, quotations, negotiations, and order processing from initial contact through completion.
- Supported promotional activities and contributed ideas for improving customer engagement and increasing sales.

EDUCATION

Federal University of Technology, Owerri (2018)

Bachelor of Technology: **Computer Science**

CERTIFICATIONS

- **Coursera**, Business Management (Masters) - **In View**.
- **Udemy**, Backend Development (Node.js, Express.js and NestJS).
- **Udemy**, IP Networks for Beginners.
- **Federal University of Technology, Owerri (FUTO)** - B. Tech. Computer Science, Completed.

PROJECTS

Smart Learning Technology Solution | Steady Strides Consults Nigeria

- Identified an opportunity to improve classroom learning through the adoption of smart monitors and digital learning technology.
- Pitched the solution to the school, which was then adopted and implemented successfully.

[TiqStar](#) | **Event Discovery & Ticketing Platform** | **8 Wonder**

- Contributed to the development of a digital platform connecting users with events and ticketing services.
- Gained practical experience with digital products, user needs and technology solutions.

REFERENCES

- **Mr Joshua Uzorchukwu**, Mitsumi, Sales Manager, Lenovo Product, +2348068165959.
- **Mrs Jessica Oguejiofor**, Steady Strides Consult Nigeria, Founder & CEO, +2349027207045.
- **Mr Linus**, Ukatech Furnitures, Founder & CEO, +2348035883019