ZACHARIAH EZEKIEL MICHAEL

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Some results-oriented personnel with experience in using effective marketing solutions to drive sales growth and boost client brand equity. Plans and supervises overall strategies across various platforms. Specializes in project implementation and management.

EDUCATIONAL BACKGROUND/CERTIFICATES

FEDERAL POLYTECHNIC ADO EKITI

2018-2020 Higher National Diploma (HND) in marketing.

2015-2016 National Diploma (ND) in Marketing

PROFESSIONAL CERTIFICATION

2022 Basic training on Project management professional (PMP).

- Occupational Health and Safety Course (HSE).

WORK EXPERIENCES

2024—Present **DSA/SME-Fidelity Bank plc**

- Maintain current customer base, prospect and develop new customer.

-promote and sell the bank's products and services to both new and existing customer.

-Resolve customer complaints quickly and effectively and meet sales target.

-Maintain excellent strong client relationships.

2021 - 2024 **SALES MANAGER - Androns Homes and properties.**

-Cross selling, up selling.

-Resolve customer complaints quickly and effectively

-Manage customer's data, enquiries and complains.

-Achieve sales targets and increase market share in sales area.

2012-2015- **Supervisor - Hamphires Hotel and resorts, Sapele Nigeria.**

- Manages all aspects of a hotel operations and team of restaurant employees.

-Engage in marketing, activations, and sales.

-Ensuring customer satisfaction, and maintaining high-quality food and service standards.

-Assist the administration, Interviewing, selecting, training, supervising, counseling and disciplining outlet staff.

-responsible for the health and safety procedures, quality standards and staff and customer satisfaction.

Achievements

2023 - Lagos State Internship program lead way assurance

2024 - Baobab Internship program

SKILLS

- Execellent Interpersonal and communication skills
- Knowledge of Digital Marketing and Image and Video editing on canva.
- Customer relationship management
- Proficiency in Microsoft Suite, excel and PowerPoint
- Strong Problem solving and Negotiation

Interest

- Marketing
- Art and lifestyle
- Football
- Events and people

- **REFRENCE - Available On Request**