

JOY FATIMA AKOWE

Email: Fatimah.tomo@yahoo.com

Contact Number: 08076977628

Address: Ogunjobi Street off church bus stop ipaja Lagos

CAREER OBJECTIVE

To leverage proven sales and communication skills to drive online engagement, build strong client relationships, and achieve revenue goals in a dynamic sales environment.

PROFESSIONAL SUMMARY

A result-driven and persuasive Sales Representative with hands-on experience in customer engagement, product promotion, and digital communication. Skilled at building client relationships, meeting sales targets, and leveraging online platforms to drive visibility and growth. Known for professionalism, consistency, and a strong commitment to customer satisfaction.

CORE SKILLS

- Online and Direct Sales
- Customer Relationship Management
- Product Marketing
- Lead Generation & Follow-Up
- Communication & Persuasive Selling
- Negotiation and Closing Deals
- Team Collaboration
- Time Management

WORK EXPERIENCE

. Real Sense Properties Ltd – Sales Executive

Lagos | 2023 – Present

Responsibilities

- Promoted property sales through social media campaigns and direct client outreach.
- Managed leads and follow-up using WhatsApp, and calls to convert inquiries into sales.

- Assisted clients through the buying process, maintaining clear and professional communication.
- Achieved monthly targets and contributed to brand credibility through client satisfaction.

- **Zealand Properties Ltd – Sales Executive**

Lagos | 2021 – 2023

Responsibilities

- Marketed residential and commercial properties both online and offline.
- Built and maintained a strong customer network through effective communication and service delivery.
- Supported marketing campaigns that boosted client engagement and brand awareness.

- **Classic Chicken Fast Food – Frontline Sales Representative**

Lagos | 2019 – 2021

Responsibilities

- Served as the first point of contact for customers, ensuring excellent service and quick transactions.
- Promoted daily specials and upsold menu items to increase revenue.
- Processed customer orders accurately while maintaining a clean, friendly, and professional environment.
- Helped achieve a 20% growth in branch sales through effective customer interaction.

EDUCATION

National Diploma (ND), Business Administration
Lagos State Polytechnic, Ikorodu | 2019

CERTIFICATIONS

- Digital Marketing Fundamentals (Google / Coursera)
- Customer Service and Sales Skills

PERSONAL ATTRIBUTES

- Confident and persuasive communicator
- Goal-oriented with strong attention to detail
- Adaptable and open to learning new digital tools
- Works well under pressure and in fast-paced environments