**ISAIAH HENRY**

**Behind former Maitumbi Police Station, Minna, Niger State.**

+2349065593189 **|** sirhenry8926@gmail.com

**BIODATA**

Date of Birth: 13th February, 1993.

Gender: Male

Marital Status: Single

State of Origin: Kogi State

Local Govt. Area: Yagba East

Religion: Christianity

Language Spoken: English, Yoruba, Hausa and Igbo

**SUMMARY**

Resourceful and performance-oriented Sales Executive with over 8years’ experience as a sales professional, who have demonstrated at various levels varying skills as professional sales personnel, a team player who is bold enough to solve challenges in his field and carry everyone along with ease. A vision driving person, who is restless until positive changes are achieved. A persevere, integrity, patient and a goal getter who love to set a pace in an organization.

**PROFESSIONAL EXPERIENCE**

**Olonaasunder Ventures (Sole Distributor of Unilever Products) – Sales** Manager **2020 – Present**

* Designing and implementing effective marketing strategies to sell new product or adjust existing one.
* Contacting potential clients and creating report by networking, calling using referrals etc.
* Follow up on customer issues and providing adequate feedback
* Understand customers’ needs handle objectives and close business deals.
* Creating sales strategy for target achievement
* Ensure proper and adequate distribution of stocks amongst staffs.
* Oversees and manages all activities of the warehouse.
* Maintain proper daily accounting records.
* Ensure proper staffing and remunerations of employees.
* Ensure customer satisfaction.

**Contributions and Achievements**

* Monthly target of 25 million naira was metthroughout the year 2020.
* Increased target of 30 million naira which was also achieved for four (4) months.
* Was made the sales manager as a result of the targets achieved, subsequently, target was increased to 30 million naira which were all achieved through the year 2021.
* In 2022, target was increased to 35 million naira which was achieved intermediately for nine (9) months despite stiff competitions from our competitors in the market.
* Uncovered fraudulent activities perpetrated by three (3) staffs to the tune of 9.2 million naira.

**Alakass Nig. Ltd** – Sales Representative. **May 2017 – Oct. 2019**

* Ensures prompt movement of goods from warehouse to customers.
* Efficient distribution of goods amongst customers.
* Proper account and remittance of cash on daily basis.
* Maintain proper industry standard of customer relationship.

**Contributions and Achievements**

* Prior to my understanding for the market, I missed out of my 5 million naira target, but having understood the market, it was achieved month in, month out.
* As a result of hard work and resilience, I was the only sale representative to be introduced to the managerial circle out of 16 staffs.
* During my time, I played crucial roles e.g, calculating summary and also Return on Investment (ROI)

**Imo State Board of Internal Revenue** – NYSC Intern **April 2016 – March 2017**

* Ensure proper filling of documents.
* Maintaining adequate office hygiene.
* Served as the personal assistant to the director.
* Occasionally served as secretary during administrative meetings.

**Manner Jotty Filling Station** – Casual Staff **2011 - 2012**

* Fuel attendant
* Cashier

**Dana Pharmaceutical Company** – Casual Staff **May, 2007 – January, 2010**

* Filling room
* Packaging department
* Operation of panadana machine (compressor)

**EDUCATION**

* **Bachelor of Science, Business Administration 2018- 2020**

Kwara State University, Malete, Kwara State.

* **Higher National Diploma (HND), Business Administration and Management 2012 – 2015**

The Federal Polytechnic Bida, Niger State.

* **National Diploma (ND), Business Studies 2010 - 2012**

The Federal Polytechnic Bida, Niger State.

**SKILLS & EXPERTISE**

* Good Knowledge of Google Doc
* Monitoring and Evaluation.
* Strong analytical skills.
* Strong Negotiation Skills.
* Good numerical skills
* Knowledge of Procurement Policy and Procedure.
* Adaptability and Flexibility.
* Time Management.
* Ability to Multitask.
* Excellent knowledge of MS office
* Interpersonal and Communication Skills
* Excellent team player

**REFEREE**

On Request