**JOLADE JANE AKISANYA**

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Professional Summary

Talented professional considered knowledgeable leader and dedicated problem solver. Brings 10+ years of valuable expertise to forward company objectives. Attentive to detail with experience in coordinating projects, programs and improvements.

Skills

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| --- | --- |
| * Communication * Growth Management * Customer Relationship Management * Sales Expertise * Project Management and Coordination * Vendor Management | * Team Leadership * Competitor Monitoring * Revenue Generation * Strategic Business Planning * Strategic Networking * Research |

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* Strategic Networking
* Research

Work History

Procurement Manager, 01/2023 - Current

MARKET WAKA BABE ENTERPRISE – Lagos, Nigeria

* Managed supply chain process, from order placement to delivery, to facilitate on-time and accurate fulfillment.
* Utilized market intelligence to identify opportunities for savings and cost reduction.
* Led sourcing process for new vendors to get quality products and services and mitigate risk.
* Negotiated contracts with suppliers to obtain favorable terms and pricing.
* Established and maintained accurate records of purchases, pricing and payment terms.

Creative Lead, 02/2015 - Current

Aya’ba Crafts – Lagos, Nigeria

* Conducted client consultations to understand requirements and preferences.
* Developed partnerships with external vendors and suppliers to obtain quality products and services.
* Conducted research and analysis of market trends to determine potential opportunities for growth.
* Employed closing sales techniques, upselling and customer loyalty incentives to boost sales.
* Coordinated purchasing, designing and production of unique afrocentric pieces

Telesales Agent, 12/2013 - 12/2014

SWIFT NETWORKS LIMITED – Lagos State

* Displayed excellent sales skills and understanding of how to leverage abilities to exceed quotas.
* Answered questions about product benefits with knowledgeable responses about products and services.
* Pitched products and services to potential customers, securing new deals and sales opportunities.
* Conducted database research to identify potential leads and determine contact information.
* Cross-selling and up-selling to customers based on Customer Lifetime Value (CLV)
* Overcame objections using friendly, persuasive strategies.

Business Development Manager, 01/2013 - 10/2013

WEST NIGERIA, WEROS NIGERIA LIMITED

* Identified and pursued valuable business opportunities to generate new revenue for WEROS and improve bottom line profit.
* Maintaining excellent relationship with old and new WEROS clients/customers
* Generated new business with marketing initiatives and strategic plans to grow WEROS market share
* Managed accounts to retain existing relationships and grow share of business.
* Collaborated with the company's team of installers to ensure excellent finishing
* Liased with other management teams to develop solutions and accomplish shared objectives.
* Identified and analysed competitor's strength and weaknesses and advice management on winning strategies against the competition
* Compiled sales and operational reports for submission to the operational manager on a weekly basis via emails.

Marketing Manager/Bid Administrator, 07/2012 - 12/2012

BINA ENERGY RESOURCES LIMITED

* Achieved 80% of the company's marketing target of purchase order worth of 11 million Naira monthly
* Oversaw bid expedition and deliveries to the proposed destination
* Fostered new partnerships with new multi-national companies on behalf of the organization.
* Supervised sourcing of requested items locally and globally
* Maintained documentation, detailing assignments, in-progress work and completed project milestones.
* Captured new customers by optimizing business strategies and launching products to diversify offerings.

Marketer, 07/2011 - 11/2011

Coral Trust Savings and Loans Ltd

* Identified appropriate marketing channels and target customers for campaigns.
* Managed and updated Customer and matched account officers to specific accounts
* Completed in-depth reviews of market conditions and customer preferences.
* Implemented Recovery Drive
* Resolved customer complaints while prioritizing customer satisfaction and loyalty.

Team Coordinator, PROGRAMME, 07/2008 - 10/2008

UNAAB Integrated Fish Farm

* Assigned various tasks to group members according to skills and experience to achieve maximum productivity.
* Identified,assessed and provided solutions to on-site problems with minimal consultation with supervising coordinator.
* Developed process improvements and offered actionable solutions to correct recurring issues.

Education

Bachelor of Science: Aquaculture and Fisheries Management, 2009

University of Agriculture Abeokuta - Ogun, Nigeria

Certifications

**Diploma in Public Relations, Nigeria Institute of Public Relations, Lagos state -** DEC 2013

**Associate, Institute of Strategic Management of Nigeria,**

Ogun State Chapter - June 2011

AWARDS

* AWARDS , Leo Programme Chairperson Recognition Award [Aug ‘08] Leo Membership growth Award [Sept ‘07] Leo Leadership Training, SHERE HILLS, JOS [Nov ‘07]

Affiliations

* Member Institute of strategic management of Nigeria
* Member Fisheries society of Nigeria (FISON)
* Member International Association of LIONS club, LEO district 404B Nigeria