

PHILLIP OLUWADARA ADERIBIGBE

No 18 John Street, Agungi, Lekki, Lagos Nigeria

Tel: 08080297647 Email: phillipoluwadara@gmail.com

Personal Profile statement

A motivated, adequate and hardworking graduate seeking position in a reputable organization which will utilize the professional and technical skills developed through past work experiences in marketing, Administrative position, supervising and Managerial skill. I have a methodical, customer focused approach to work and a strong drive to see things through to completion.

ACHIEVEMENT

- Opened 3 branches for my former insurance company
- Best manager of the year
- Top 3 most productive manager of the year
- Started a micro finance institute with 2 staff and grew it to over 20 staff and #50,000,000 revenue.
- Started a printing and publishing company

EDUCATION

2017 – 2019 Bsc Actuary Insurance Joseph Ayo Babalola University

- 2nd class degree

2009 – 2011 Ordinary National Diploma in Statistics Federal School of Statistics

- Upper class

2006 – 2009 Ibadan Boys High School SS1 –SS3

- WAEC

EMPLOYMENT

July 2023 till present **Special sales executive; Ren money micro finance Bank**

- Achieving growth and hitting sales targets by successfully managing the sales team
- Designing and implementing a strategic sales plan that expands company's customer base and ensures its strong presence

- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives

Jan 2023 -June 2023 Senior sales manager Arkset group limited

- Conduct market research to identify selling possibilities and evaluate customer needs
- Set up meetings with potential client and listen o their wishes and concern
- Collaborate with team member to achieve better result
- Negotiate/close deals and handle complaints or objections.
- Participate on behalf of the company in exhibition or conference

April 2021 – March 2023 Sales Manager Tp Savings and loan Limited

- Align strategies/responsibilities/activities with our integrated sales stakeholders, marketing, adoption and digitalization peers
- Elaborate new sales motion, go to market and coverage strategies to ensure maximum market coverage, revenue and profits.
- Distribute and communicate product related change and update to sales and marketing team.
- Achieve constantly growing sales goals and projection for the season
- Define the country sales organization structure in line with budget and target set by board

FEB 2020- May 2021 Human resources manager YF Global Investment Limited

- Human resources planning
- Hiring candidates
- Training and development
- Design work place policy
- Maintaining working culture
- Monitor performance
- Resolve conflict
- Ensure health and safety of employees
- Rewards and incentives

Jan 2017- present The Phillips and publishing limited

- Production
- Supply
- Staff management
- Customer management

Sept 2017- Feb 2020 Agency Manager Capital Express Assurance limited

- Team building towards archiving target
- Client management
- Supervision

- Training

March 2011- Sept 2017 Unit manager Great Nigeria Insurance Plc

- Team building towards archiving target
- Client management
- Supervision

SKILLS

- Computer literate
- Marketing
- Planning
- Training
- Presentation
- Team building
- Strategy and Budgeting

HOBBIES AND INTEREST

I enjoy meeting new people, travelling, achieving my goal, music, reading books and having fun

REFERENCES

ON REQUEST