**EDIGA JAMES ADAGBOYI**

**55, Magodo Road Agiliti Mile 12, Lagos State**

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**OBJECTIVE**

To strive for excellence and work in an intellectually, challenging and innovative environment with existing staff and facilities so as to improve organizational objectives and achieve corporate goals while adding distinctive value to every situation around me, as I constantly develop myself through research, experience and team work.

**BIO-DATA**

Date of Birth: 4th August, 1990

Sex: Male

Nationality: Nigerian

State of Origin: Benue State

Local Government Area: Otukpo

Religion: Christianity

Marital Status: Married

**WORK EXPERIENCE**

**Employer 4: Kewalram Nig Ltd(Automobile)**

**Position**: Branch Sales manager ( 2020 - till date)

**Job Descriptions**:

●Developing sales strategies and plans to increase revenue and market share, including making changes to product offerings or pricing structures as needed

●Meeting with clients to discuss products, prices, delivery schedules, or other business issues

●Analyzing data on sales performance, competitor activity, and customer satisfaction to develop strategies for increasing sales volume and market share

●Establishing relationships with new clients to increase business opportunities for the company

●Monitoring inventory levels of goods in order to meet customer demands for products and services

●Analyzing data to identify new markets for the company’s products and services

●Negotiating contracts with suppliers to ensure that the company gets the best possible prices for products

●Monitoring the performance of employees to ensure compliance with company policies and procedures

●Training new employees in the techniques of selling and using sales techniques such as persuasion, negotiation, and closing techniques

**Employer 3 : RO-MARONG NIGERIALIMITED(manufacturing and distribution company )** (Nov 2016 – Sept 2020)

**Position**: Sales Executive

**Job Description**:

Conduct market research to identify selling possibilities and evaluate customer needs

●Actively seek out new sales opportunities through cold calling, networking and social media

●Set up meetings with potential clients and listen to their wishes and concerns

●Prepare and deliver appropriate presentations on products and services

●Create frequent reviews and reports with sales and financial data

●Ensure the availability of stock for sales and demonstrations

●Participate on behalf of the company in exhibitions or conferences

●Negotiate/close deals and handle complaints or objections

●Collaborate with team members to achieve better results

●Gather feedback from customers or prospects and share with internal teams

**Employer 2: Coates Brothers West Africa Limited (manufacturer of sun chemicals and inks)**

**Position**: Sales Executive

**Period**: August 2014– October 2016

**Description of work**

●Present, promote and sell products/services using solid arguments to existing and prospective customers

●Perform cost-benefit and needs analysis of existing/potential customers to meet their needs

●Establish, develop and maintain positive business and customer relationships

●Reach out to customer leads through cold calling

●Expedite the resolution of customer problems and complaints to maximize satisfaction

●Achieve agreed upon sales targets and outcomes within schedule

●Coordinate sales effort with team members and other departments

●Analyze the territory/market’s potential, track sales and status reports

●Supply management with reports on customer needs, problems, interests, etc.competitive activities, and potential for new products and services.

**Employer 1: 45, Nigerian Airforce Hospital, Makurdi Benue State**

Position: Medical Laboratory (SIWES)

Period: November 2010 – April, 2011

Description of work

* Participates in the daily operations and maintenances of the laboratory
* Performed any other duties as directed by the officer incharge.

**INSTITUTIONS ATTENDED WITH QUALIFICATIONS AND DATES**

* National Teachers Institute (NTI) Lagos Branch. 2019 - 2021

Qualification: PGDE

* **Benue State University, Makurdi**  2008 - 2012

*Discipline:* Pure and Apply Chemistry

*Degree:* Bachelor of Science (B.Sc.) in Chemistry

*Class of Degree:*Second Class Division

*Graduation Project:* Preliminary photochemical analysis

and antimicrobial activities of mitragynalinermis.

*Project Grade:* “A”.

* **College of Advance and Professional Studies, Makurdi** 2005 - 2007

*Degree:*Interim Joint Matriculation Board Examination (IJMBE)

Grade: Credit

* **Okalekwo Memorial Sec. School, Aune-Adoka, Benue State** 1998-2004

Senior Secondary School Certificate (SSCE)

* R.C.M. Primary School, Aukpa-Adoka, Benue State 1993 -1998

First School Leaving Certificate (FLSC)

**RESEARCH WORK AND PUBLICATIONS**

\*Matters of our faith 2014

\*Preliminary Phytochemical Screening and Anti-microbial Activities of Mitragynal Inermis 2012

\*Effect of single parenthood on the academic performance of secondary school students in Kosofe Local Government of Lagos State. 2021

**LEADERSHIP ROLES AND POSITIONS**

* President Drug Free and Quality Control Community

Development Service (CDS) NAFDAC & NDLEA 2014

* Financial Secretary/Project Coordinator National Association

of Catholic Corpers (NACC), Adamawa Chapter 2013 - 2014

* President Lay Leader/CYON, St. Charles Parish

Otukpo Benue State 2011-2012

**AWARDS AND HONOURS**

* NDLEA Adamawa State, Honour for excellent performance in community development service.
* NAFDAC Adamawa State, Honour for excellent performance in community development service.
* National Association of Catholic Corps Batch C executive for project coordinator/financial secretary

**STRENGTHS AND ABILITIES**

* Goal oriented and self motivated
* Excellent communication and presentation skill
* A strong drive for professional growth and personal development
* An effective team player with excellent interpersonal skills with superior and co-workers alike.
* Good leadership skills
* Ability to effectively multi-task in a work environment

**INTEREST**

Excellence, leadership, communicating, organizing, driving and travelling.

**REFERENCES**

Available on request.