**OLANREWAJU ABIDEMI MOHAMMED**

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IBADAN EMAIL:absolutenaija@gmail.com

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PERSONAL BIO DATA

 DATE OF BIRTH 16th May 1987

 SEX Male

 NATIONALITY Nigerian

 STATE OF ORIGIN Ogun-State

 MARITAL STATUS Married

 LANGUAGES English and Yoruba

CAREER OBJECTIVE

To contributes positively to the growth of the organization with excellence and Learning an enduring legacy and seeking self-development thereby attaining professional distinction and proficiency.

**EDUCATIONAL QUALIFICATIONS**

2011-2014 The Polytechnic, Ibadan

 Higher National Diploma in Business

 Administration

 {Lower Credit}

2007-2010 Lagos state polytechnic

 National Diploma in Banking & Finance

 {Lower Credit}

1997-2004 Ode Remo High School Ogun-states

 West Africa Examination Certificate {WAEC}

**WORKING EXPERIENCE**

 May 2021 – Till Date Airtel NG (Business Development Executive)

March-April 2021 Sano Foods Limited ( Sales Rep)

March 2012-Feb 2021 First City Monument Bank. (Direct Sales Agent**)**

**ROLES**

 •Develop Sales plans by Channels for effective Business Growth.

•Territory Sales Planning RTM Development and Field Sales Team Capability Development via Training

•Analyze sales data, interpreting trends to facilitate planning and forecasting of futures sales volumes

•Credit management, Optimization and Debt Recovery.

•Monitor objectives and ensuring development needs of the team members are identified and implemented.

•Analyze the competitive environment to ascertain product performance against competition and action plan.

•Ensure the commercial Plans and Strategies are consistent with Organization’s long-term strategic objective

•Retails reach through new customer Acquisition and Retention (horizontal and vertical growth).

•Development of Trade promotional plans with key customers and channels.

•Engage Distributors in the selling cycle; execute their orders and Develop BTL marketing Strategie**s**

**2009-Jan 2012** Nigeria Bottling Company Plc (Head Office)

**Commercial/marketing Department**

* Creating customers outlet and call date on BASIS
* Updating outlet information from a particular call type to another i.e from indirect to HHT (Handheld Terminal)

2008-2009 Nigerian Bottling Company plc Mushin Depot

**Commercial Dept (MIT:- Market Impact Team)**

* Market Surveying
* Imputing Data
* Analyzing Survey report
* Drawing of route map in use of creating coca-cola MDC Routes

2007-2008 Nigerian Bottling Company Plc Apapa Plant

 **Finance Dept (Contract Route Settlement Clerk)**

* Face to face settlement of salesmen
* Cash reconciliation with bank
* Sales reconciliation with warehouse and security
* Weekly reconciliation of sampling & sampling & rebates

-2006-2007 Nigeria Bottling Company plc Apapa Plant

**Finance Department**

* Creating customers outlet and call date on BASIS
* Printing of audit trials
* Reconciliation of audit trials with Daily route activation form
* Updating outlet call type

2006 Nigerian Bottling company Plc Ikeja Plant

 **Commercial (Truck assistance)**

* Verifying the physical load out on truck with securities and store keepers
* Hooking of items on pallet before going on trade
* Delivering of cases by hand to hand to the customers
* Sorting of bottles
* Marking of route cards
* Off-loading of tetra-packs when return from trades

**HOBBIES**: - Travelling, meeting people, swimming, chatting and listening to music

**SPECIAL SKILLS: -** Analytical Ability, Ability to cope under Pressure

**REFEREES**

Provided on request.