

CHIBUIKE OKWUONU

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Ilisha Remo, Ogun State



Professional Summary

Sales Executive/Digital Marketing Specialist with years of experience in delivering fast results using practical measures. Excellent and proven leadership abilities, and commitment to keeping customers satisfied with products and services. Dedicated to maintaining professional relations with affiliate companies. Skilled in maintaining working relations with local and international clients and developing practical and effective solutions to meet customer and market demands.



Skills

- ERP & CRM System
- Sales Support
- IT Support
- Data Analysis
- Email Marketing
- Google Analytics
- Online Advertising
- E-commerce Web Design
- Social Media Management



Experience

NCC group
2021 - 2023

Sales Support/Digital Marketer

- Create E-commerce website to enable successful sales online.
- Devised Content Strategy for the Website and work with the Content writing team to ensure that all blogs, videos and emails are sent out in a timely manner.
- Executed daily email marketing communications and generated customer awareness of key sales promotions and new product launches.
- Managed Inventory, ERP and CRM systems.
- Created and implemented Inbound Marketing strategies to generate more organic traffic and leads for clients.
- Managed digital marketing initiatives for clients and agency, including social media, email marketing, and website development projects created content for social media marketing campaigns, including copywriting.
- Develop content for promotional campaigns for email, mobile, online media, and other digital solutions.
- Developed monthly email marketing schedules based on previous campaign performance and market trends.
- Build targeting strategies and audience segments to optimize campaign performance across channels.

Freedom ICT

2020 - 2021

Sales Executive

- Maintaining and maintaining positive relationships with clients through human touch, meetings, and phone calls, among other means.
- Serving as a liaison between the company and its present and potential markets.
- Demonstrating efficiency in acquiring market and customer information to enable managers to negotiate price, delivery, and client demands.
- Assisting management with upcoming products and discussing special promotions.
- Keeping track of sales and orders and reporting them to the sales department.
- Providing reliable feedback to their individual companies on future purchasing trends.
- Responding to customer questions and concerns about items, prices, and availability.
- Contract negotiations, sales, and project and schedule organization.
- Scheduling meetings with customers to update copy and address any other business-related issues.

Swiss Limited

2018 - 2020

Sales Representative / Digital Marketer

- 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
- 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.

LG Electronics

2016 - 2018

Digital Marketer

- Setting sales goals and implementing sales strategy.
- Created E-commerce Website to enable easy sales
- Prospect research and lead generation.
- Created social media platform to have an online presence and engagements.
- Creating contents on social media
- Making phone, email, and in-person calls to potential and existing customers.
- Handling client requests, questions, and complaints.
- Using specific software packages to manage the sales process.
- Creating and managing a CRM database.
- Meeting sales targets on a daily, weekly, and monthly basis.
- Attending sales team meetings.
- Build and maintain relationships with clients and prospects
- Stay current with trends and competitors to identify improvements or recommend new products
- Collect and analyze information and prepare data and sales reports



Education

Federal Polytechnic Nekede

2021

Computer Engineering

HND

Federal Polytechnic Nekede

2018

Computer Engineering

OND



Certification

Customer Service

Product Management

Google IT Support



Reference

Available on request -