

OTAJONOR EMMANUEL

Business Development Officer/ Sales Representative

Address: 3, Joshua Close off Ogbogoro Road, Port Harcourt.

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PROFESSIONAL SUMMARY

Highly motivated, Innovative and team-oriented marketer with track record of developing and executing integrated marketing and communication plan from end to end. With 2 years plus marketing experience I am extremely skilled in explaining product features and benefits to customers, negotiating price and closing sales deals. Performs well in environment requiring high level of accountability and creativity. committed to building customer relationships by reaching out to new clients and nurturing positive interactions with existing customers. Seeking a sales representative position in your organization to boost sales while achieving the set organisation objectives and improving business performance.

PERSONAL DATA

Surname: Otajonor
First Name: Emmanuel
Sex: Male
Marital Status: Single
Nationality: Nigerian
State of Origin: Delta

EDUCATIONAL QUALIFICATION AND CERTIFICATIONS

- Google Digital Marketer 2019
- B.ENG Production Engineering(2nd Class upper) 2016
University of Benin, Edo State
- Senior Secondary School Certificate (SSCE) 2007

WORKING EXPERIENCE

Amanda Group.

Business Development Officer/Sales Representative.

08/2021-present

- Research market and implement new strategy for the south south and south east market prospect, successfully identify prospects that leads to new business deal.
- Maintain and deepen ties with current client through relationship building strategy.
- Increase business with new clients by creating customized marketing plans base on market data.
- Build strong relationship through understanding of clients needs
- Establish standard operating procedures for developing, tracking and marketing to new business leads.
- Develop and apply both strategic and tactical e-commerce activities with focus of driving acquisition and conversation

Norland international:

Medical Sales Representative: 04/2020– 08/2021

- liaising with other sales and marketing staff to determine the best methods of promoting the company products
- Reach out to customer leads through cold calling.
- Analyse existing and potential markets in order to identify business opportunities.
- Carrying out market research in order to develop strategies and roadmaps for sales of company products and to secure more business relations.
- Lead effort to develop fully integrated marketing and communication plan and team growing.
- Develop and apply both strategic and tactical e-commerce activities with focus of driving acquisition and conversation
- Source and develop new strategic partnership, social engagement and advertising that generates new revenue stream
- Device and implement robust digital marketing plan
- Expedite the resolution of customer problems and complaints to maximize satisfaction

Boss International

Sales Representative: 04/2019 – 04/2020

- Prospecting: Assessment, estimation and evaluation of business value of potential customers for my products
- Responsible for liaising with other sales and marketing staff to determine the best methods of promoting the company products.
- Finding out about a customer preferences and Demonstrating products to customers.
- Resolving any customer issues so that they leave happy
- Demonstrating products to customers
- Building strong relationship with customers
- Debt collection.

PROFESSIONAL SKILLS

Use of Google Map – **Professional**
Negotiation Skills-**Expert**
Customer relation Skills -**Expert**
Risk management skills -**Advanced**
Customer follow up - **Expert**
MS Office suite – **Expert**

Documentation skills - **Advanced**
Strategic prospecting and promotion - **Expert**
Managerial skill - **Expert**
Active listening skills - **Expert**
Problem-solving skills - **Expert**

INTEREST

Marketing and salesmanship
Networking
Travelling

Meeting new people
Personal development

PERSONAL QUALITIES

Public speaking and listening, Sales skills, Confident, Innovative and creative thinker.