



# CHINONSO DENNIS OKORO

## PERSONAL PROFILE

Possessing a strong commercial approach and good decision making having a proven track record in closing deals over the telephone. An experienced tele sales professional with a solid track record within outbound business to business tele sales in Africa. Computer proficient with strong communication skills. Self-motivated Sales Representative with excellent verbal and communication skill and excellent computer knowledge

## SKILLS & ABILITIES

- Multitasking
- Perseverance
- Attention to details
- Confident
- Guitarist
- Singer/song writer
- Team player
- Time management
- Closing deals

## CONTACT INFORMATION

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Zenith tower A1,dubai sports  
city.Dubai.UAE

## WORK EXPERIENCE

### JETEC LTD MOBILE PHONE SALES LAGOS NIGERIA OWNER/ SALES REPRESENTATIVE 2017 - 2020

CONTACTING PROSPECTIVE CLIENTS, ASSESSING THEIR REQUIREMENTS THEN SELLING THEM THE COMPANIES PRODUCTS AND SERVICES THAT MATCH THEIR NEEDS. ALSO RESPONSIBLE FOR MAINTAINING ONGOING RELATIONSHIPS WITH CUSTOMERS TO FOSTER REPEAT BUSINESS.

#### DUTIES:

- INVOLVED IN DEVELOPING SALES & PRICING STRATEGIES.
- LIAISING WITH CUSTOMERS & THE DEALER NETWORK TO ANSWER AND RESOLVE THEIR QUERIES.
- IDENTIFYING AND THEN RESEARCHING POTENTIAL LEADS AND OPPORTUNITIES.
- WORKING AS PART OF THE SALES TEAM TO DEVELOP BOTH NEW AND EXISTING MARKETS.
- COLLECTING ALL THE INFORMATION REQUIRED TO CREATE A REQUEST FOR AN ESTIMATE.
- WRITING ACCURATE & INFORMATIVE SALES REPORTS AND DOCUMENTATION.
- CONTACTING PROSPECTIVE CLIENTS BY PHONE AND EMAIL. IDENTIFYING THE CUSTOMER'S NEEDS.

### TRINCATE REAL ESTATE LTD LAGOS NIGERIA ESTATE AGENTS/ CONSULTANTS 2018 - 2020

USING LOCAL KNOWLEDGE WHEN MARKETING PROPERTIES TO POTENTIAL BUYERS OR TENANTS AND THEN NEGOTIATING WITH THEM ON BEHALF OF CLIENT. MAKING SURE ALL PROPERTIES MEET LEGAL AND HEALTH AND SAFETY REQUIREMENTS.

#### DUTIES:

- MEETING AND GREETING CLIENTS VISITING THE OFFICES.
- TELEPHONE SALES - TAKING PART IN RING OUT SESSIONS.
- GENERATING APPOINTMENTS FOR VIEWINGS, MORTGAGE ADVISORS, VALUATIONS.
- NEGOTIATING WITH POTENTIAL SELLERS AND ALSO BUYERS.
- GENERAL OFFICE ADMINISTRATION DUTIES: PHOTOCOPYING, FILING ETC.
- REFERRING & INTRODUCING POTENTIAL CLIENTS TO THE AGENCIES MORTGAGE CONSULTANT.
  - FOLLOWING UP BUSINESS LEADS.
- PREPARING PROFESSIONAL LOOKING SALES BROCHURES AND PROMOTIONAL INFORMATION.
- LIAISING BY PHONE, EMAIL AND LETTER WITH SOLICITORS, BUILDING SOCIETIES & SURVEYORS.
- MARKETING BY PHONE & LETTERS PROPERTIES TO POTENTIAL BUYERS OR TENANTS

## ACADEMIC QUALIFICATIONS

HIGH SCHOOL CERTIFICATE - WAEC/O-LEVEL  
ENGLISH - B, MATHEMATIC - C, ECONOMICS - B

CURRENTLY STUDYING BUSINESS MANAGEMENT AT NEST ACADEMY OF  
MANAGEMENT EDUCATION {NAME},DUBAI.