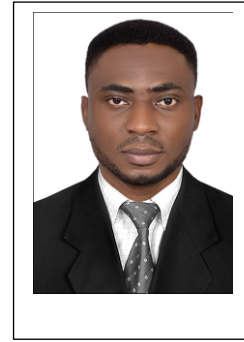


## **CURRICULUM VITAE**

### **ADEGALU BABAFEMI OLU**

Contact: 0568725017

Email: adegalub13@gmail.com



### **APPLICATION AS A SALESMAN**

#### ***Objectives***

Seeking a challenging and rewarding position as a Salesman with your company utilizing ability to maintain the company's standards and deliver exceptional services as directed by the supervisor.

#### ***Key Competencies***

- Over three (3) years of experience as a Salesman
- Enthusiastic, self-motivated and understanding
- Excellent customer service skills and multi-tasking
- Strong desire to help people
- Excellent interpersonal and communication skills
- Creative, patient and persuasive.
- Leadership and entrepreneurial skills.
- Makes rapport to create loyal and satisfied customers.

#### ***Additional Skills and Abilities***

- Solid communication and time management skills.
- Flexible, with a positive attitude and willingness to collaborate with others.
- Ability to perform physically demanding work.

#### ***Employment History***

Company: **Apparel Group LLC (Toms Footwear)**

Position: Sales Associates

Duration: March 2020 – June 2020

#### ***Duties and Responsibilities***

- Greets and welcomes customers into the store;
- Asks customers if they need assistance;
- Endeavors to make customers feel welcome inside the store;
- Responds to questions and inquiries on any item in an effective manner;
- Presents recommendations to customers based on need;
- Conducts product demonstrations;
- Conducts product testing for customers;
- Endeavors to up-sell products to customers;

- Works to consistently meet established sales quotas;
- Monitors store for suspicious activities;
- Assists in maintaining store counter displays;
- Maintains store cleanliness;
- Presents discounts and other store promos to customers;
- Facilitates payment through cash register;
- Maintains sales records for inventory management purposes
- Remain knowledgeable on products offered and discuss available options
- Process POS (point of sale) purchases
- Cross sell products
- Handle returns of merchandise
- Team up with co-workers to ensure proper customer service

Company: **Shelfco Metal Industries LLC**

Position: Security Guard

Duration: October 2014 – September 2018

Company: **Max Outlet, Lagos - Nigeria**

Position: Salesperson

Duration: October 2011 – June 2013

### ***Duties and Responsibilities***

- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.

### ***Educational Attainment***

B.Sc – Public Administration

O'Level Certificate (WAEC)

### ***Language***

Speaks English fluently

***Personal Data***

Date of Birth: 13th August, 1987  
Nationality: Nigerian  
Sex: Male  
Marital Status: Single

**PASSPORT DETAILS**

Passport No: A09741194  
Date of Issue: 17th September 2018  
Date of Expiry: 16th September 2023

**\*\* *Willing to join immediately***