

ADEBAYO ADEKUNLE MOSHOD

BUSINESS DEVELOPMENT REPRESENTATIVE

INFO

PHONE

07069133522

EMAIL

adekunlemoshood312@gmail.com

Home

5 Oriade street ,AbuleEgba,
Lagos

SKILLS

Sales Team Player with
Interpersonal Skills

Sales Execution

Relationship Building

Able to work individually
and in a team

Highly innovative,
resourceful, and proactive

Willingness to learn much
more.

Analytical and Problem
solving

LANGUAGES

English

Yoruba

HOBBIES

Traveling, sports and
meeting people.'

PROFILE

Business Development Representative with over four (4) Years senior experience in service and product sector for Top rank companies.

Currently Identify target market, prospects for credit facilities and optimize sales of credits, deposit and loan products responsible for sales execution working closely with head of sales and support the commercial team to increase the market share in my sector which increase revenue of the business and achieving customer satisfactory goal.

To attain the highest level of expertise in all work execution by always meeting and always exceeding customer requirement and interacting in an environment that promotes intellectual development, excellent written and oral communication skills, including presentation experience to large and diverse audience.

EMPLOYMENT HISTORY

Team Lead,PalmCredit

Lagos

March 2020 --- Till date

- **Manage day to day consumer credit teamoperation**
- **Strategize with the regional manager to increasesales**
- **Generate leads to theteam**
- **Create dailyreports**
- **Customer handling andretention.**

Sales Analyst,Eatongate Capital Limited

Lagos

May 2018 — Feb 2020

- Achieve and exceedsalestarget
- Develop,implement strategic plans for team while motivating them and access performance as related to organizational goals and objectives
- Identify target market,prospects for credit facilities and optimize sales of credits, deposit and loan products.
- Handling customers' complaints, questions and issues.
- Credit application review, analysis and processing for disbursement
- Developing strategies for selling of products and designing tactics through which maximum revenue can be earned.
- Deliver excellent customer service tocustomers

Business Development Representative, Page International Financial Services

, Lagos

May 2017 — Apr 2018

- Meet with customers to determine their needs and recommend the right loan product to help meet their goals.
- Review active loan files each day to determine if any documents are missing or what can be done to help the process along while i also relief my Team Lead.

Sales Executive,Onefinance Limited

Ikeja,Lagos

Jul 2016 — Apr 2017

EDUCATION

**National Diploma) Business Admin,
Moshood Abiola Polytechnic**

Ojere, Ogun

Oct 2009 — Nov 2011

Lower Credit

**Higher National Diploma)Business Admin,
Moshood Abiola Polytechnic**

Ojere, Ogun

Nov 2012 — Oct 2014

Lower Credit

NIM, School of Institute

Lagos

Nov 2015 — Sep 2016

Certified

COURSES

Sales skills Acquisition

Jul 2018 — Jul 2018

INTERNSHIPS

Assistant Marketing Manager , Imperio Cosmetics

Ikeja, Lagos

Jan 2011 — Nov 2011

- Develop marketing strategies to improve sales and profitability
- Visit customers outlet on a daily basis
- Obtain customer feedback.

National Youth Service Corp (Adamawa)
2015 - 2016

REFERENCES

References available upon request