

Samson Sunday Ajisebiolowo

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CONTACT ADDRESS

Fadeyi, Lagos State.

PROFILE

I am an enthusiastic sales professional with a background in psychology and a demonstrated history of working in the financial services industry. With vibrant sales, analytical skills and personal confidence, I initiate, follow-up, and close sales of financial products, with efficient customer relationship management facilitating customer loyalty, maintaining integrity and not compromising either the client's confidentiality or the company's reputation.

EMPLOYMENT HISTORY

- **Investment Analyst at Lidya Finance** - February 2021 till Date
 - Tasked with growing investment portfolios through the acquisition of new-to-bank business while managing and maintaining business relationship with existing clients for loyalty retention.
 - Achieved highest number of new business and total disbursements in a month with a 120% performance on the set target.
- **Sales Analyst at Renmoney Microfinance Bank** – Oct 2019 till Feb 2021
 - I worked to build customer interest in the financial products and services offered by the company while engaging in diligent follow up to close sales, meet and exceed sales targets.
 - Use of decision science, analysis of financial documents, credit profiles and demographics in credit lending decision making.
 - Use of various CRM tools in integration and processing of customer data and interactions for smooth process flow.
 - Provided outstanding internal and external customer service within the set SLA.
- **Technical Assistant at Ministry of Women Affairs (NYSC)** May 2018 – April 2019

I handled drafting, typing, receiving and recording of internal and external memos, distribution to appropriate departments and general computer operations.

EDUCATION

- **Bachelor of Science** Psychology, 2017
Second Class Honours (Upper Division)
Olabisi Onabanjo University – Ago-iwoye, Ogun State

COURSES/CERTIFICATIONS

- **The Credit Analyst Training course (2020)** at Udemy
- **Sales Skills - How to sell value instead of price (2020)** at Udemy
- **Influence People with Persuasion Psychology (2020)** at Udemy
- **Marketing Psychology – The Art of Ethical Persuasion (2020)** at Udemy

SKILLS

Proficient working knowledge of Microsoft Office tools, CRM and CMS Systems

Ability to covert leads into sales with effective sales pitches and customized sales strategies.

Skilled in interpersonal communication, verbal and written communication with excellent customer service relationship.

Efficient at multitasking and managing time including working well under pressure, independently and in a working team environment, with or without supervision.

Keen attention to details, result-oriented with good problem solving, analytical and listening skills.

HOBBIES

Content writing, reading, traveling, music and sports.

REFERENCE

To be provided on request.