



ISAAC ADELEKE. BINUYO

ADDRESS

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PERSONAL PROFILE / CAREER OBJECTIVE

Energized entrepreneur and ambitious young graduate with outstanding analytical skills in statistical data, coding, interpretation and graphical illustration. Highly skilled in negotiation to achieve set goals, problem solutions, and time & project management with key strength in leadership, customer satisfaction and data collection.

EDUCATIONAL HISTORY

NATIONAL YOUTH SERVICE CORPS, ENUGU STATE <i>National Youth Service Certificate (NYSC)</i>	2018
OSUN STATE UNIVERSITY, OSUN STATE, NIGERIA <i>B. Sc. Entrepreneurship (Second Class Lower)</i>	2016
STATE HIGH SCHOOL, OYEWOLE, LAGOS <i>Senior School Certificate Examination (SSCE)</i>	2012

PROFESSIONAL EXPERIENCE

UNITED BANK FOR AFRICA, LAGOS **Nov, 2020 – Till Date**
DIRECT SALES EXECUTIVE

- Customer acquisition through sale of the bank's products and services
- Driving liability balances of accounts opened
- Bundling electronic products
- Cross selling of bank product and services
- Participate in market storms, community fairs and cluster marketing events e.g. NYSC, Trade Fairs
- Provide sales leads for Team Lead, Supervisors and Branch Managers
- Ensure consistent high quality service delivery

NATIONAL UNION OF ROAD TRANSPORT WORKERS, LAGOS **Aug, 2018 - Oct, 2020**
ACCOUNT COLLECTOR

- Send out notice to overdue accounts.
- Collect payments and post to accounts.
- Reach out to customers with unpaid debt and attempt to collect from them.
- Maintain files on the financial status of accounts.
- Keep track of delinquent accounts.

**MINISTRY, (Market Development and Export Promotion) ENUGU
DATA ENTRY OFFICER**

June, 2017– April, 2018

- Contact potential or existing customers to inform them about a product or service using scripts
- Answer questions about products or the company
- Ask questions to understand customer requirements and close sales
- Direct prospects to the field sales team when needed
- Collecting and maintaining local government specific data.

**ROYAL ICON CONSULT
COMPUTER OPERATOR AND RESEARCH ASSISTANT (HOLIDAY JOB)**

Feb, 2014- April, 2017

- Managing the work of account executive
- Plan, design, conduct, manage and report on university student's final project.
- Keep records of sales and note useful information.
- Maintain client accounts by processing customer adjustments on research.
- Organize training, seminars and lectures on variety of methods on research methodology, appropriate analytical tools which can be present to them, either in a written report or as an oral presentation.

CORE COMPETENCIES / SKILLS

- Certified as Health, Safety and Environment Officer
- Microsoft Office Proficient.
- Polite, creative and resourceful.
- Superior communication skills (written and verbal).
- Impeccable character and integrity.

PROFESSIONAL QUALIFICATION

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|-----------------------------------|------|
| • Research Analyst | 2015 |
| • Project Management Professional | 2016 |
| • Statistical Package | 2017 |

INTERESTS/HOBBIES

Reading, Travelling, Football and Meeting People

REFEREES: AVAILABLE ON REQUEST