

# Akande Toba Israel

Doha, Qatar

[akandetoba94@gmail.com](mailto:akandetoba94@gmail.com)

+97466260415

## PROFILE

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I am a goal-driven individual with a relentless passion for success, and I possess the necessary skills to excel in the field of sales. With my excellent analytical abilities and can-do attitude, I consistently strive for excellence in every aspect of my work. I thrive on new challenges and am always eager to push my boundaries to achieve greater heights.

Working well under pressure is second nature to me, as I thrive in dynamic and fast-paced environments. I remain calm and focused, leveraging my problem-solving skills to overcome obstacles and drive positive outcomes. My ability to maintain composure under challenging circumstances enables me to provide exceptional service to clients and deliver results consistently.

In summary, I am a competent sales professional who possesses a unique blend of analytical prowess, a can-do attitude, and an unwavering commitment to results. With a passion for success and a knack for teamwork, I am well-equipped to overcome challenges and contribute to the achievement of organizational goals.

## SKILLS AND COMPETENCES

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- Ability to use initiative and work with minimum supervision
- Ability to conduct independent research and analysis, identify issues, formulate options, arrive at conclusions and make sound recommendations
- Possess high standard of integrity and excellent communication skills
- Positive mental attitude towards corporate and industrial goals
- Computer literacy (Microsoft Excel, Power Point and Word)

## WORK EXPERIENCE

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**Tradedepot Nigeria Limited**  
**Designated Sales Representative**

Jan 2021 – August 2023

- Conduct market research to identify potential customers and generate leads.
- Actively prospect and engage with potential clients to secure new sales opportunities.
- Build and maintain strong relationships with existing and new customers.
- Understand customer needs and recommend appropriate products or services to meet those needs.
- Present and demonstrate products or services to clients, highlighting their features and benefits.
- Negotiate and close sales deals, ensuring customer satisfaction and maximizing revenue.
- Achieve or exceed sales targets and quotas set by the company.
- Provide accurate and timely sales reports, forecasts, and customer feedback to management.
- Continuously update knowledge of industry trends, competitors, and market conditions.
- Collaborate with internal teams, such as marketing and customer support, to enhance the overall customer experience.
- Attend industry events, conferences, and trade shows to network and promote the company's products or services.

**Marella Group of Companies**

April 2017 – July 2019

**Sales Associate**

- Promotes/secures orders from existing and prospective customers through a relationship-based approach.
- Establishes, develops, and maintains business relationships with current and prospective customers in the assigned territory.
- Makes telephone calls and in-person visits to existing and prospective customers.
- Expedites the resolution of customer problems and solutions.
- Identify advantages and compare the organization`s products/services.

**Organization: Yale Food Limited**

Oct 2015 –February 2017

**Merchandising Associate****Responsibilities:**

- Taking daily stock count of products in the warehouse.
- Submission of weekly sales report.
- Improving product spread across the channel.
- Increase the numeric distribution of products.
- Increase sales of the target SKUs.

**Organization: Venture Garden Group**

Sept 2013 – Nov 2013

**Position: Administrative/Sales Support Personnel.****Responsibilities:**

- Engage with students assigned with the main objective of converting students into paying customers
- Managing calendars; making travel, meeting, and event arrangements
- Provide a daily report on activities
- Co-ordinate orientation, induction, and training programs
- Secretary to Sales Committee (Memo, Meeting Taking, Committee Report)
- Provide support to students to ease online portal payment assist with student screening exercises through proper planning, organization, and time management

**EDUCATION**

2018 Ladoke Akintola University of Technology, Ogbomoso, Oyo state.

- Bachelor of Technology (B.Tech-Chemical Engineering)