

**TOSIN EZEKIEL OLANIYAN**

**SALES REPRESENTATIVE**

**PERSONAL DETAILS:**

**Nationality: Nigeria**

**Date of birth: 23/03/1995**

**Marital Status: Married**

**Religion: Christian**

**Phone Mobile: +974-30731283**

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**Contact Address: 185, Umm Salal Muhammed Doha, Qatar.**

**Language: English**

**NOC/Transfer: Available**

**PERSONAL STATEMENT:**

**A reliable, trustworthy and conscientious sales Representative who is able to multi – task, handle pressure, work as part of a team and most importantly inspire customers to make a purchase, with infectious enthusiasm and an inspirational style.**

**IKEA has used his extensive experience of the retail industry to develop superb organizational, problem solving and skills.**

**I’m an exceptional person who can explore new territories and push existing limits in the search for sales.**

**OBJECTIVES:**

**Currently looking for a suitable sales Representative opportunity with a company that will not only challenge him professionally but also allow him to develop his knowledge and potential further.**

**AREA OF EXPERTISE**

**RETAIL:**

* **Able to help customers find what they want.**
* **Fully aware of security issues concerning stock in relation to shoplifting, leakage & theft.**
* **Experience of working in a commission based on sales environments.**
* **Able to maintain high standards display and visual merchandising to ensure the store is well presented.**
* **Ready and able to work individually or within a team environment.**
* **Goods with numbers, and able to use modern computerized equipment and specialist**

**SALES:**

* **Good numerical skills with the ability to manually calculate costs without error.**
* **Able to promote a store and its products through effective marketing activities like leafleting etc.**
* **Experience in working in a commission bases sales environment.**
* **Able to accurately describe a product features and benefits to customers.**

**PERSONAL:**

* **Willing to work on a shift basis including evenings and weekends.**
* **Always smartly dressed, articulate and presentable.**
* **Ability to take the owner of issues and to work alone with little or no supervision.**
* **Extremely organized with a high level of attention to detail.**
* **Ability to respond to timeframes and deadlines with pace.**

**CARRIER EXPERIENCE:**

**Organization: AL JAMEEL SHOWROOM FURNITURE**

**Position: Sales Representative - 2021- Till Date**

**Duties:**

* **Formulate pricing policies.**
* **Ensure pricing is correct.**
* **Work on store displays.**
* **Attend trade shows to identify new services and products.**
* **Coach, train, counsel, recruit and discipline employees.**
* **Evaluate on-the-job performance of sales team.**
* **Identify future and current trends that appeal to consumers.**
* **Ensure merchandise ready to be displayed clean.**
* **Ensure items are in stock and maintain inventory.**
* **Keep up with fluctuating demand and supply.**
* **Analyze financial and operating statements for profitability ratios.**
* **Ensure promotions are in with company’s standards.**
* **Utilize ICT for data analysis, to record sales figures and forward planning.**
* **Monitor local competitors.**
* **Organize sales staff schedules.**
* **Preside over staff meetings. Assist sales staff in achieving sales targets.**
* **Manage different departments in the store.**
* **Handle customer complaints, questions and issues.**

**Organization: UAE TRADING INTERNATIONAL, UAE**

**Position: Sales Representative – 2017 – 2020**

**Responsible for contributing to the overall performance of the store by driving sales at every**

**whilst at the same time making sure every customer receives exceptional level of service**

**and enjoys their visit to the store.**

**Duties:**

* **Serving customers at the sales counter.**
* **Offering face to face advice to customers on the store’s products.**
* **Maximizing store revenue by suggesting up grades, insurance add-ons to customers.**
* **Processing returns and refunds as required in line with company procedures.**
* **Occasionally being responsible for the store’s security including being its key holders.**
* **Using the stock management system to log, check, locate and move stock both in and out of the stores.**
* **Responsible for the daily management of the senior members that are absence.**
* **Ensuring that all areas are clean and adhere to the company’s floor policy and health and safety requirements.**
* **Making sure that any item which is removing from a display column is replaced immediately after sales.**
* **Handling customer’s complaints in a calm manner.’**
* **Managing cash and payment systems in accordance with company procedures and policies.**

**Organization: NYUMBA HOME RETAILS STORE – 2015 – 2017.**

**Position: Sale Representative**

**Responsible for delivering a friendly service, smiling, greeting and making eye contacts with every customer that comes to the store.**

**Playing an active role in providing a positive customer experience and driving sales.**

**Duties:**

* **Supporting the store team and manager to increase revenue streams and profit targets.**
* **Providing a friendly and helpful service to customers.**
* **Maintaining high standards of presentation and cleanliness across the stores.**
* **Demonstrating good product knowledge to customers on key promotions and offers.**
* **Providing cover in other areas during periods of holidays and sickness.**
* **Approaching customers that may require assistance if you are on the shop floor.**
* **Carrying out stock replenishment.**
* **Ensuring all areas of the store remain tidy at all times.**

**SUMMARY OF QUALIFICATION:**

* **Senior School Leaving Certificate (COMMINITY GRAMMAR SCHOOL, MOLETE IBADAN)**
* **Technical Qualification/IT Skills: Diploma in computer application.**

**COMPUTER SKILLS:**

**Good and proficiency in Microsoft Office, Microsoft Excel, Power Point and Internet browsing.**

**INTEREST AND HOBBY:**

**Soccer, table tennis, volley ball, researching, reading of national dailies & fashionable magazines.**

**REFRENCES:**

**Will be available upon request**