

SALES REPRESENTATIVE

AYORINDE RILWAN OLANREWAJU

Al Wakra, Doha, Qatar

☎ +974-71935743

✉ [Your Email Address]



Professional Summary

Dynamic and results-driven Sales Representative with over 8 years of proven success in Qatar and Dubai within the industrial equipment, construction materials, and heavy machinery sectors. Adept at building lasting relationships with key clients, contractors, and decision-makers to drive business growth. Skilled in B2B sales, negotiation, lead generation, and after-sales service within highly competitive markets.

Core Competencies

Industrial Equipment Sales
Construction Materials Sales
B2B Relationship Management
Outdoor / Field Sales
Lead Generation & Conversion
Project Site Engagement
Contract Negotiation
Market Analysis
Client Retention & After-Sales Support
Team Collaboration

Professional Experience

Sales Representative – Industrial & Construction Equipment

WASCO Trading & Contracting, Doha, Qatar

March 2020 – Present

- Manage key accounts in the construction and industrial sectors across Qatar.
- Identify and pursue new sales opportunities through site visits and cold calls.
- Prepare proposals, quotations, and presentations tailored to project specifications.
- Develop strong relationships with contractors, procurement teams, and consultants.
- Achieved and exceeded quarterly sales targets consistently.

Key Achievements:

- Increased market share in assigned territory by 20% through targeted sales strategies.
- Secured long-term supply contracts with major construction firms.

Sales Executive – Construction Materials & Industrial Tools

ARANCO Industrial Solutions, Dubai, UAE

April 2016 – February 2020

- Promoted a diverse portfolio of construction materials and industrial tools across Dubai.
- Delivered tailored solutions to meet client-specific project requirements.
- Handled client negotiations, tenders, and after-sales services.
- Developed and maintained strong client relationships through site visits and consultations.

Key Achievements:

- Consistently ranked among the top 3 performers in the sales team.
- Expanded client base through strategic market mapping and referrals.

Education

Bachelor of Science in Accounting

CRESCENT UNIVERSITY Nigeria

Certifications

Advanced Sales Techniques & Negotiation (Dubai, UAE)

Customer Relationship Management (CRM) Training (Qatar)

Technical Skills

MS Office Suite (Excel, Word, PowerPoint)

CRM Systems (Salesforce, Zoho CRM)

SAP (Basic User Level)

Languages

English (Fluent)

Arabic (Basic Working Knowledge)

Personal Information

Nationality: Nigerian

Visa Status: Valid Qatar Work Visa / NOC Available

Availability: Immediate

REFERENCE

AVAILABLE ON REQUEST