

OLUWASEUN OTUKOYA



OBJECTIVE

As a results-driven experienced professional with a proven track record of exceeding revenue targets and driving exceptional sales growth. I am seeking a challenging experienced role where I can utilize my strategic vision, extensive sales expertise, and strong team management skills to enhance market presence and maximize profitability for a dynamic organization. I am committed to fostering a high-performance sales culture, building strong client relationships, and developing effective sales strategies to propel the company to new heights in the competitive marketplace.



EDUCATION

MSc Financial Technology | University of Bradford, United Kingdom.

2022 – 2023

BSc Banking and Finance, Corporate, Securities Law |Covenant University, Nigeria.

2009 – 2014



EXPERIENCE

Sales Advisor | British Heart Foundation

(July 2023 – Till date) Bradford, United Kingdom

- Recommending and Upselling, suggesting suitable products or services that meet the customer's requirements, as well as encouraging additional purchases (upselling) to increase sales revenue.
- Handling Inquiries, addressing customer inquiries, concerns, and complaints in a professional and empathetic manner to ensure customer satisfaction.
- Processing sales transactions, handling cash, credit cards, and other payment methods accurately and securely.
- Building Customer Relationships to encourage business and customer loyalty.

Regional Sales Manager | Softplace Inc

(December 2022 – July 2023) Newcastle, United Kingdom.

- Collaborated with the senior management team to create a comprehensive sales strategy and action plan for their region.
- Generated leads, prospecting, and conducting market research to identify potential clients and generate leads.
- Managed clients, cultivate and build strong relationships with existing clients.
- Delivered compelling sales presentations and pitches to potential clients, highlighting the company's offerings, value propositions, and competitive advantages.
- Negotiated and closed deals with clients to reach mutually beneficial agreements by finalizing contracts to meet or exceed revenue targets.
- Reported regular sales reports and analyzing sales data to evaluate performance.

Business Development Manager (Account) | Foodstuff Store Limited

(September 2021 – August 2022) FCT, Abuja, Nigeria.

- Maintained Business to Business relationships with key clients, partners, and vendors, as well as identifying potential new business opportunities through market research, industry analysis, and competitor analysis.
- Developed and implemented strategies to increase revenue and profitability.
- Generated revenue growth, sales operation, operation management, and expanding the company's market presence through strategic planning, relationship building, and execution of business development initiatives with total of \$ 1,230,880.
- Developed and maintained customer relationships management (CRM) with key customers and partners.

Business Development Executive | Stanbic IBTC , Nigeria.

(June 2016 – March 2020) Port-Harcourt, Nigeria.

- Provided professional and prompt client service for new and existing clients through all processes after the sale is made including new business, service requests, billing, and claims handling with asset under management of \$9,852,714.
- Managed clients from Shell, NLNG, Guinness Nigeria, Flour Mills Nigeria, MTN, Unilever Nigeria, Chevron, ExxonMobil, Schlumberger, Central Bank of Nigeria, Total Plc, Federal and State government of Nigeria alongside my line manager.
- Renewed accounts, preparing renewal account summary, negotiating with underwriters for premium and preparing renewal package, delivering renewal package electronically to a client, and scheduling a renewal review with the client.
- Managed over 8,463 clients while exceeding sales goals by 20%.
- Developed a marketing strategy that, when implemented, increased outreach by 32% (10% above target) in the last quarter of 2021.
- Supported the day-to-day relationships with business, product, and sales partners to influence product strategy and determine how to best communicate to the market.



SKILLS

- Word, Excel, PowerPoint
- Communication
- Blockchain, Cryptocurrency, P2P, Fintech
- Sales
- Business & Relationship Management
- Customer Service Specialist



ACTIVITIES

Member Chartered Institute of Bankers Nigeria.

Associate Chartered Institute of Project Management, Ghana.

Member Machine Learning and Artificial Intelligence Society - **University of Bradford.**

Society of Financial Technology Student – **University of Bradford.**



PROJECTS

Qualitative Methods in Finance – **University of Bradford.**

Financial Fraud Detection Using Machine Learning Techniques – **University of Bradford.**

Digital Pounds Consultation Research - A New Form of Money for Households and Businesses for **Bank of England** and **HM Treasury** consultation paper on the new digital pound.