

# CURRICULUM VITAE

## OBJECTIVE

SEEKING A POSITION TO UTILIZE MY SKILLS AND ABILITIES IN AN INDUSTRY THAT OFFERS DYNAMIC AND CHALLENGING OPPORTUNITIES FOR SELF-DEVELOPMENT AND CAREER ADVANCEMENT.

## PERSONAL DATA

**SURNAME:** OKOYE  
**FIRST NAME/INITIALS:** IFEANYI DESMOND  
**DATE OF BIRTH:** MARCH 15<sup>TH</sup>, 1983  
**STATE OF ORIGIN:** ANAMBRA  
**LOCAL GOVT. AREA:** NJIKOKA, ABBA TOWN  
**CONTACT ADDRESS:** No 10 Enyihuchiri Street, Barracks Nsukka  
**TELEPHONE:** 0706-1870125  
**EMAIL ADDRESS:** desmond.okoye@yahoo.com

## INSTITUTIONS ATTENDED WITH DATES:

2013 HEALTH SAFETY AND ENVIRONMENT (HSE 1 & 2)  
2012 PROJECT MANAGEMENT PROFESSIONAL INSTITUTE (PMPI)  
2004 - 2008 NNAMDI AZIKIWE UNIVERSITY AWKA  
1996 - 2002 TUA - TUA SECONDARY SCHOOL OGONI TAI, RIVERS STATE  
2003 BRILLIANT SECONDARY SCHOOL OYIGBO, RIVERS STATE  
1989 - 1995 COMMUNITY PRIMARY SCHOOL RUMUOKWURUSHI  
PORT HARCOURT, RIVERS STATE.

## DEGREES OBTAINED WITH DATES:

2013 HEALTH SAFETY ENVIRONMENT (HSE) CERTIFICATE  
2012 PROJECT MANAGEMENT PROFESSIONAL INSTITUTE (PMPI)  
2008 B.SC. (ED) CHEMISTRY IN SCIENCE EDUCATION  
(2<sup>ND</sup> CLASS LOWER DIVISION)  
2002 SENIOR SECONDARY SCHOOL CERTIFICATE (S.S.C.E)  
2003 SENIOR SECONDARY SCHOOL CERTIFICATE (S.S.C.E.)  
1995 FIRST SCHOOL LEAVING CERTIFICATE (FSLC)

## **JOB EXPERIENCE**

### **Sales Executive with Krisoral Group (Carlidon) 2015**

- **Manage** Sales of Carlidons Products across Osun, Oyo and Anambra region
- Drive Effective Sales and Distribution of Carlidons product across channels (including: Distributors, Dealers, Open Market, Supermarkets, Bars, Wine and Spirit Shops e.t.c)
- Activation and Development of new prospects and old Customer.
- Cold Calling to arrange meetings with potential Customers to prospect new business
- Negotiating Terms of Agreement and Closing sales
- Conducting Brand/product activation
- Gathering Market, Customer and Competitive Report to Management and proffering solutions
- Reviewing Sales Performance, aiming to meet or exceed target.
- Attending team meetings and sharing best practice with colleagues.
- Presenting of monthly report.

### **Sales Representative Far East Mercantile Company Limited (FMCL) 2013**

- Effective Sales and distribution of products across channel to over 300 outlets (including Distributors, Dealers, Open Market, Super Markets, Super Stores, Neighborhood stores e.t.c)
- Ensure availability and visibility of Find Products at point of sales through channels
- Raising and Maintaining Customer Data base and prompt daily reporting.
- Developing Sales Strategies/ an achieving performance target.
- To interpret Sales activities and Market intelligencing across the assigned territory.
- Effective Customer relationship
- Enhance customer payment and reordering of company products
- Ensure proper product awareness (using POS Materials) to enhance better patronage.
- To Feed back to the Management on competitor/ Market situation report and manage customer complaint.

### **Kebs Pharmaceuticals Nig. Limited.(Retractable Safety Syringe) 2010**

## **Marketing Executive**

- To Manage Sales of Kebs Pharmaceutical Products across FMC Asaba, Nnamdi Azikiwe Teaching Hospitals Nnewi ,Orthopedic Enugu, FMC Umuahia.
- Meeting and Detailing our Products to CMD;S, CMAC and PHARMACIST in hospitals
- Ensure proper product awareness to enhance better patronage.
- To manage/handle customers complaint.

### **REFEREES:**

**1. MR. EMMANUEL IBORIDA**  
REGIONAL BUSINESS MANAGER  
UNITED BISCUIT (UK) LIMITED  
VICTORIA ISLAND LAGOS

**2. MR. AUSTIN OGBOR**  
GENERAL MANAGER,  
DANNIC HOTELS LIMITED,  
NO 33 CIRALAR ROAD,  
PORT HARCOURT, RIVERS STATE  
**TEL: 08033405789.**