**IZUDIKE EMMANUEL**

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Address: Block 10/11 Arca Santa Arena, Offa Road Ilorin, Kwara State.

**Objective:**

Dedicated and results-driven professional with a proven track record in sales and business development. Adept at identifying and capitalizing on lucrative business opportunities to drive increased revenue and market share. Seeking opportunities to leverage my skills and experience for further growth and success.

**Work Experience:**

Business Development Representative

International Breweries Plc (Ab-Inbev), Niger and Kwara State

2018 – Present

Demonstrated expertise in identifying and capitalizing on business opportunities, resulting in a substantial increase in revenue and market share.

Cultivated and maintained robust client relationships, fostering long-term partnerships and client loyalty.

Executed strategic sales plans, consistently achieving and exceeding targets.

Collaborated cross-functionally to drive product and brand awareness, contributing to comprehensive market presence.

Van Salesman

International Breweries Plc (SABMiller), Ibadan, Oyo State and Kwara State

2012 – 2018

Successfully managed a designated sales territory, expanding market presence and customer base.

Achieved consistent sales growth through effective presentation and negotiation skills.

Implemented innovative sales strategies that optimized distribution channels and product visibility.

Established strong rapport with retailers, distributors, and stakeholders, ensuring exceptional customer satisfaction.

**Education:**

Higher National Diploma (HND) in Public Administration

Our Saviour Institute of Agriculture, Science & Technology, Enugu

2005

Ordinary National Diploma (OND) in Business Studies

Our Saviour Institute of Agriculture, Science & Technology, Enugu

2003

NABTEB (O Level)

2000

First School Leaving Certificate

1991

**Skills:**

Proficient in Microsoft Excel, utilizing advanced functions for data analysis.

Skilled in Search Engine Optimization and Facebook Ads, driving digital visibility and engagement.

Effective copywriting abilities for crafting compelling content.

Strong interpersonal and communication skills, facilitating successful collaboration.

Proven track record in sales, negotiation, and business development, supported by tangible achievements.

**Certifications:**

Microsoft Excel

Sales Academy

Digital Marketing Ad

Foundations of Digital Marketing and E-commerce

How to set up a Facebook Ads Campaign

Create a Landing Page Using Mailchimp

**Referees:**

Prof C. N Agbaegbu

Chairman, Cape Publisher's Ltd

27 Alaenyi Street, Owerri, Imo State

08037244408

Dr. Innocent Aniedu

Head of Department, Public Administration

OSISATEC, Enugu, Enugu State

08035265129

Leo Merenini

District Manager North,

International Breweries Plc (Ab-Inbev)

07087956536