

ADEJUBU OLUWASEYI JAMES

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Professional Summary

Dynamic and results-oriented Senior Sales Professional with over 10 years of experience driving revenue growth and building high-performing sales teams in the fintech sector. Proven track record of leveraging strategic planning, market insights, and customer-centric approaches to achieve and exceed sales targets. Adept at managing complex sales cycles, negotiating high-value contracts, and cultivating long-term client relationships. Consistently delivers measurable results, including revenue increases of over 30% year-on-year.

Core Competencies

- Strategic Sales Leadership
- Revenue Growth & Forecasting
- Business Development
- Key Account Management
- Team Building & Mentoring
- CRM & Analytics Platforms
- Negotiation & Closing
- Market Analysis & Positioning
- Data-Driven Decision Making

EXPERIENCE

FEMMY PHARMACEUTICAL COMPANY

2007-2010

POST-HELD: SALES OFFICER

- Handling and Supervision of goods
- Issuing of Receipts.
- Negotiate with Clients and Retaining them to avoid churning.
- Cold- Calling
- Brand Activation

FOOD CONCEPT LIMITED

2015-2017

POST-HELD: SENIOR SALES EXECUTIVE

- Acquiring New Outlet & Onboarding New Customers.
- Team Player and Result Oriented with the use of CRM Soft-wares.
- Exceeding and Meeting targets.

CONCEPT GROUP

2017-2019

POST-HELD: CORPORATE SALES EXECUTIVE

- Led a team of 12 sales professionals, achieving a 45% increase in annual revenue, from \$5.5M in 2020 to \$8M in 2018.
- Expanded client portfolio by 60%, securing partnerships with top-tier banks and enterprises.
- Implemented a data-driven sales strategy, improving lead conversion rates by 35% through advanced CRM analytics.
- Directed the launch of two flagship fintech products, driving adoption across 500+ SMEs within the first year.
- Optimized the sales funnel, reducing the average sales cycle by 20%, resulting in accelerated revenue realization.

Key Achievements:

- Exceeded annual sales targets by an average of 130% over two consecutive years.
- Recognized with the "Best Sales Executive" award in 2019 for exemplary performance and team impact.

PAN FINANCE LIMITED

2020-2023

- POST-HELD: SALES MANAGER FOR API PRODUCTS

- Managed a \$10M revenue portfolio consisting of 30+ high-value corporate accounts.
- Increased customer retention by 25% and upselling revenues by 40% through personalized account strategies.
- Collaborated with cross-functional teams to develop tailored fintech solutions, boosting client satisfaction scores by 30%.
- Consistently achieved 110%-120% of annual sales quotas through proactive market engagement and negotiation.

Key Achievements:

- Played a pivotal role in launching a new payment solution that generated \$2M in additional annual revenue.
- Negotiated and closed a \$1.5M contract with a leading multinational, contributing significantly to overall revenue growth.

MIRA TECHNOLOGIES LIMITED

2023-TILL DATE

POST-HELD: SENIOR SALES EXECUTIVE

- Acquired over 20 new corporate clients, leading to a 35% growth in overall company revenue.
- Designed and executed targeted sales campaigns, resulting in \$1.5M in incremental annual revenue.
- Negotiated high-value contracts, achieving a 25% average increase in deal size.
- Fostered strong relationships with key stakeholders, ensuring repeat business and client loyalty.

EDUCATIONAL BACKGROUND

Master In Marketing (MSC) • Adekunle Ajasin University Ondo State-
2020.

Bachelor of Science in Banking & Finance • Olabisi Onabanjo
University-Ogun State, Nigeria • 2014

Certifications

- Certified Sales Leadership Professional (CSLP) - Sales Leadership Academy - 2021
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Technical Skills

- CRM Platforms: Salesforce, HubSpot, Zoho CRM
 - Analytics Tools: Tableau, Power BI, Google Analytics
 - Productivity Tools: Microsoft Office Suite, Slack, Asana
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Achievements

- Increased annual revenue by \$2.5M through innovative sales strategies and product launches.
- Improved client satisfaction ratings by 30% as measured by Net Promoter Score (NPS).
- Negotiated and closed the largest single deal in company history at \$3M, setting a new benchmark.

REFEREES

AVAILABLE ON REQUEST

