**OGABA JOSHUA**

  **Federal Housing Estate, Plot 490, Goni-gora Kaduna State**

 + (234) **07039017512**, C: +(234) **09022222321**. Joshogaba2@gmail.com

**CAREER OBJECTIVE**

My Career objective is to exhibit competence, humility, sincerity, value in an organization with a strong ability to identify initiatives and facilitate action driven plans that support corporate growth and opportunities for career advancement.

**SKILLS**

* Communication and presentation and Skills,
* Client Relationships,
* Negotiation, Prospecting Skills,
* Meeting Sales Goals,
* Proficiency in business development.
* Leadership & Motivation
* Planning, inventory management, material accountable

**WORK HISTORY**

**STAFF CORDINATOR** December 2019 – Current

**DIGC-** Kaduna, Nigeria

 Build solid staff relations and allocate job descriptions

 To serve as resource person and advisor to all departments and group

 Represent the church by serving at denominational levels

 Plan and coordinate conferences and retreats

 Work with appropriate boards, committees officers and leaders in carrying out the mission and

 ministry of the church

**FIELD SALES AGENT** April 2018 – December 2019

 **MTN** – Kaduna, Nigeria

 To manage and develop trade infrastructure and the channels of distribution especially retailers to ensure MTN dominance at retail in the assigned territory.

 Provide Informal training in shops on products, services and promotions being run by marketing ,channel or region and on the spot training/coaching of all visited outlets in territory ( 100% of all visited outlets in call cycle)

 Manage events and promos generate sub-dealer specific promo specification and perform post-promo evaluation

 Provide daily, weekly/monthly sales activity report, market intelligence report and initial report to Field Service Engineers on state of network in territory

 Monitor and report back on network quality and other sales impacting indices in territory covered

 Ensure call cycle time of 8-4 visit a day per territory or as business requires

 Identify, classify and support all players in channels of distribution and ensure daily weekly / monthly database update

 Ensure MTN product availability in channel is >95% at all times and provide weekly product availability report of all visited outlets during call cycles

 Build relationship between lower and upper levels (i.e. between Authorize distributors and sub dealers), Support Trade partners and Sub dealers and link subs, retailers etc. to Trade Partners and help nurture the relationship

 Direct all channel participants to MTN identified growth area within my territory

 Resolve all issues/queries with regards to activations, products and promotions

 Gather market information and provide feedback to management

 **BUSINESS DEVELOPMENT EXECUTIVE** Jul. 2016 – April 2018

**Texver Investment Company Limited** – Kaduna, Nigeria

 Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.

 Sells products by establishing contact and developing relationships with prospects; recommending solutions.

 Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

 Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.

 Prepares reports by collecting, analyzing, and summarizing information.

 Maintains quality service by establishing and enforcing organization standards.

 Contributes to team effort by accomplishing related results as needed.

**ASSET MANAGEMENT AND RECOVERY OFFICER** June 2015 – May. 2016

**Worker Bee Logistics Ltd –** Kaduna, Nigeria

 Coordinate assets and recovery process.

 Manage the minimisation of wastages and the maximisation of scarce resources.

 Ensure that recoveries are carried out with at the expected turn-around-time.

 Deployed fleet query systems, monitored fleet activity, reported on queries accordingly.

 Tracked quality, quantity, stock levels, arranged ware house and catalogued goods.

 Identified provisional needs, challenges, providing suitable and timely solutions.

**ACCOUNT SUPPORT OFFICER** October 2006-December 2008

**Trimm Multi-Purpose Cooperative** Makurdi

 Opening of Accounts

 Attending to customers on general Issues

 Reactivations of Dormant and close of accounts

 Receiving and payment of cash

 Balancing of cash book,

 recording of new entries and balancing/reconciliation of account books

**ACADEMIC QUALIFICATON**

Economics (B.sc) - 2014

**Benue State University –** Makurdi, Nigeria

Business Management (Diploma) - 2006

**Benue State University –** Makurdi, Nigeria

Senior Secondary School Certificate - 2003

**Tombo Community Secondary School, Buruku, Benue State**

First School Leaving Certificate - 1997

**ECWA Nursery and Primary School, Makurdi, Benue State**

**PROFESSIONAL CERTIFICATIONS**

Health Safety and Environment - 2015

Project Management - 2015

**PERSONAL INFORMATION**

**Sex:** Male

**Date of Birth:** 07/05/1986

**State:** Benue State

**Lga:** Ado

**Marital Status**: Single

**Nationality:** Nigerian

**REFERENCES**

**Mr Agbara Williams**

**Teamlead | S & D**

MTN

Taraba State

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**Dr Joseph Okwori**

**Senior Lecturer**

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