

CURRICULUM VITAE

DIVINE CHINOMSO EZEBUIRO

22, Okey Nwaoha Street, Area "B" , Behind De Angels Event Centre
Owerri. Imo State.
+2348033995084. divinec.ezebuir@gmail.com

PROFILE

- To maximize potential and be the best in all that I am assigned to do, especially jobs that challenges the intellect, engages my skill set and propels to effectiveness and efficiency.

CAREER EXPERIENCE

- An experienced field sales executive with a demonstrated history of working in the Education & Publishing industry. Strong business development professional; skilled in Microsoft office; exceptional customer service delivery; territory, outlet and distributor's management.

PERSONAL DATA

DATE OF BIRTH:	22 nd July 1984
SEX:	Male
MARITAL STATUS:	Married
NATIONALITY:	Nigerian
STATE OF ORIGIN:	Imo State
LOCAL GOVERNMENT AREA:	Ezinihitte L.G.A.

Education and Credentials

IMO STATE UNIVERSITY (IMSU)	2008– 2013
B. Sc. (Hons.) ECONOMICS, Second Class (Upper Division)	
WISDOM INTERNATIONAL SCHOOL, OYIGBO	1994 – 2000
Senior Secondary School Certificate (SSCE)	
ARMY CHILDREN PRIMARY SCHOOL, AGENEBODE,	1987 – 1993
First School Leaving Certificate (FSLC)	

LANGUAGE: Fluent in Spoken and Written English and Igbo Languages.

Key Competencies & Offerings

- | | |
|----------------------------|---------------------------|
| • Territory Management | Sales excellence training |
| • Project management skill | Data management |
| • Market Penetration | Microsoft Office Skill |
| • Presentation Skills | Budget and Expense Report |
| • Result Oriented | interpersonal skills |
| • Data Analytic Skill | Networking |

Work Experiences

Route-To-Market Area Supervisor

Target Distributor

August 2014- June 2017

- Attract, solicit, hire and train market developers with an overarching focus on business insight and value development
- Manage and track monthly expense and budget in an effect to ensure sales campaigns and growth.
- Monitor/Track MDs regional performance
- Ensure 100% brands availability across MDs outlets
- Ensure useful usage of company's assets
- Ensure redeployment of MD to territories with high potentials.
- Relate with Sales team to drive volume
- Verification of daily and monthly sales with timely report to Regional Manager.
- Relate with Distributors' managers as against current Price of brand to market developers

Sterling Books Nigeria Limited

Sale's Representative

August 2017 – January 2020

- Track distributors stock warehouse across region
- Ensure all Market Developers service and manage
- 105 Schools as set by the company
- Review and create MDs territory as against territory performance and opportunity assessment
- Manage company asset assigned to me and market developers.
- Ensure, track and monitor sales promotions.
- Manage and coordinate market developers to drive volume and make new company products visible to customers.

Synergy Insight Limited (Service Provider to LIQUID LOGIC)

Asset Enumeration Agent (Okigwe, Imo State)

January 2020 – November 2023

- Ensure all chillers are in good working conditions
- Ensure all chillers are exclusively respected
- Conduct a geographical survey to ascertain locations of the Company's Asset.
- Conduct a thorough physical verification of Company assets to know, if the Chiller is working, the same and where it is said to be at a time.
- Ensure the best practice maintenance (cleanliness) of the company assets
- Ensure prompt and immediate call for repairs of the company asset and increase profitable in the zone).

REFEREE

DR. NDUBUISI ADIKURU Ph.D

Associate Professor of Crop Science Technology
Federal University of Technology, Owerri (**FUTO**)
Imo State.

08055424484

DR. UZOMA UNAEZE

Federal University Teaching Hospital,
Owerri,
Imo State.

08039466747

ENGR. ISRAEL O. EZEBUIRO

Tyme Dealings Limited
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Imo State.

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