



ALAMU AJIBOLA

SALES MANAGER



AUCKLAND, 1010, NEW ZEALAND



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PROFESSIONAL SUMMARY

Sales Manager with 8+ years of experience in automotive spare parts sales, customer service, and international trade across Africa, Asia, and the Middle East. Strong background in client relationship management, product advice, quotations, and team coordination, with an average of AED 1M in monthly sales. Available for immediate start with full work rights on a Partner of a Student Work Visa valid until March 2028.

SKILLS

SALES AND CUSTOMER
RELATIONSHIP MANAGEMENT

TEAM LEADERSHIP AND
COORDINATION

NEGOTIATION AND CLIENT NEEDS
ASSESSMENT

EVENT REPRESENTATION AND
STAKEHOLDER ENGAGEMENT

CROSS-CULTURAL COMMUNICATION

DOCUMENTATION, ORGANISATION,
AND TIME MANAGEMENT

HOBBIES

PODCASTING AND CONTENT
CREATION, CREATIVE
WRITING, NETWORKING,
HIKING.

REFERENCES

References available upon
request

WORK EXPERIENCE

**GREAT TRUST
BEARING LLC**
DUBAI, UAE
Jan 2018 - Jun 2026
8 yrs 6 mos

Sales Manager

- Handled enquiries for bearings and general spare parts, including tapered roller bearings, deep groove ball bearings, wheel bearings, bearing units, bushings, control arms, CV joints, ball joints, and shock absorbers.
- Matched customer requirements using part numbers, OEM references, bearing codes, samples, vehicle details, dimensions, and application needs, including alternatives across brands such as Koyo, Nachi, NSK, and aftermarket options.
- Represented the company at international trade shows and industry events, engaging automotive buyers, suppliers, and distributors across different markets.
- Supported sales performance through product knowledge, negotiation, customer service, cross-cultural communication, and follow-up from quotation to order confirmation.

**UNIVERSITY OF
LAGOS RADIO
STATION**
LAGOS, NIGERIA
Feb 2015 - Mar 2016
1 yr 2 mos

Intern and Broadcast Assistant

- Supported the production of campus radio content by assisting presenters and technical staff during live and recorded shows, contributing to smooth program flow and audience engagement
- Strengthened creative thinking and communication skills by developing content ideas and assisting with program scripting
- Gained experience in team coordination and time management while supporting both live and pre-recorded broadcasts
- Built interpersonal and networking skills by sourcing and engaging guest contributors and interviewees
- Adapted to a dynamic media environment, using flexibility, multitasking, and stress management to meet tight broadcast deadlines

EDUCATION

EMDI INSTITUTE
DUBAI
2017

Diploma – Events and Innovative Marketing

Diploma in Events & Innovative Marketing with top-tier academic results.

**UNIVERSITY OF
LAGOS, NIGERIA**
LAGOS
2015

B.A – Creative Arts

Completed a B.A. in Creative Arts, covering performance, media, communication, creative production, and cultural studies.