**Phillip Ayokunle**

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**EDUCATION**

Present **Jackson State University, Mississippi**.

 PhD in Business (Economics)

2014 **Delta State University, Cleveland MS**

MBA in General Business (Finance/Economics major) 3.75 GPA.

2004 **Ambrose Alli University, Ekpoma Edo State. Nigeria**

BSc. Economics

**EXPERIENCE**

2015 **Sanderson Farms Plc. Hazlehurst Production**

 Supervisor (Trainee)

* Worked with different departments to learn how they work together to bring the desired results for the company
* Helped the department in other to meet its goals
* Supervised employees
* Weekly report about the departments
* Monitored departmental activities

2014 **Sanderson Farms Plc. Hazlehurst Plant**

Supervisor

* Coordinated, managed and instructed the embrex crew
* Ensured the chain of operation is well observed in my department in other to meet the company’s set goals and objectives
* Managed the crew timing
* Ensured the crew efficiency and effectiveness by appraising each person’s performance
* Made available all the materials needed for each operation
* Re-strategized the work modalities in other to meet current challenges
* Reported directly to the division manager
* Ensured mutual relationship among the employees

**EXPERIENCE (INTERNATIONAL)**

2010 – 2011 **Irlink Project Ltd. Ibadan Nigeria**

Business Development Manager

* Conducted sales and marketing calls in order to book meetings with potential clients
* Sent follow-up marketing tools and follow up on clients’ needs
* Performed presentations, stressing the value of the products and services offered
* Managed individual sales and account base by reviewing the sales activity schedule
* Coordinated efforts to improve client experience at the selling point
* Called and visited new and potential clients to facilitate business relationships

2008 – 2009 **Caerus Investment Ltd. Lagos Nigeria** (2008 – 2009)

Business Development Manager

* Maintained the company’s high profile in the business community
* Improved market shares, volumes and price levels
* Introduced a long term strategy to maximize profits and assisted in cultivating long term client relationships
* Identified target companies and other key decision makers
* Supported promotional programs

2006 - 2008 YIT Interlinks Services Ltd. Ibadan Nigeria

Assistant Business Manager

* Sent follow-up marketing materials and built follow-up calls monthly until relationship were recognized.
* Made Calls and face-to-face visit with prospective, new and present customers to assist new businesses.
* Carried out client presentations expressing the value plan of products, solutions, and service offering.
* Directed efforts to develop customer experience at the point of sales.
* Handled product sales increase, individual sales efficiency and account bases by assessments sales activity plan.

Jan – Feb. 2012 **CEDAR NGO, Ibadan Nigeria**

Volunteer

* Interviewed the beneficiaries of Nigerian Directorate of Employment (NDE) program on its effectiveness and the way forward; An entrepreneurial Training and Resettlement Program for the Nigerian youths
* Collected individual data and opinions through questionnaire

**ACADEMIC EXPERIENCE**

2013 – 2014 **Delta State University, Cleveland MS**

Graduate Assistant

* Assisted with registration
* Updated & maintained departmental files
* Assisted the coordinator at the departmental meetings
* Created & managed documents for EDD.
* Researched topics for Doctoral Coordinator & TELR faculty
* Managed students database

**TRAININGS**

2014 Organization Development

2011 Cisco Certified Network Associate Training

2011 Economic Empowerment Training

2010 Entrepreneur Development Training

2006 Customer Care Service

**PERSONAL WRITE-UPS / PRESENTATIONS**

2014 The Role of African Economy in Creating a Stable & Sustainable Global Economy

2013 Reaching Diverse Students: My adaptability (as a foreign student) to a new culture, language and the society

2011 The Strategic Plan towards Distribution of Fertilizer & Other Agro Products in the State of Osun, Nigeria. West Africa.

2003 The effect of fuel pricing on the poverty level in Nigeria, West Africa.

**WORKSHOP/SEMINAR**

2014 International Business Symposium, Delta State University Cleveland, Mississippi. USA

2013 Reaching Diverse Students, Department of Education, Delta State University. Mississippi. USA

2012 MDGs Capacity Building Program - Training Workshop Sponsored By OHCSF/OSSAP

**ACHIEVEMENT**

2013 Delta State University 2013 Intramural Soccer Winner’s group

2006 Established a permanent business relationship between YIT interlink Services Ltd and the Nigerian Police Force, Oyo state. Nigeria

2010 Implemented the use of personal Laptop and internet for Oyo State Civil Servants through credit facilities under Irlink Project Ltd.

2008 Pioneer Business Development Manager at Caerus Investment Ltd

**SKILLS AND ACTIVITIES**

Software Microsoft Office: MS Word, Excel, Power Point, MS Publisher, Outlook, Corel Draw, Task Stream, IBM SPSS 20.0

Language English (native speaker), Yoruba, Hausa (basic) & Nigerian Pigin Engish

Abilities Teamwork spirit and ability to work alone

Responsible and Accountable

Excellent communication and interpersonal skills

Motivational Skills

Interest Playing soccer, cycling, Frisbee, listening, talking, meeting and helping People