**BEN AKIN KOMOLAFE**

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**PROFILE:**

## Enthusiastic team leader with strong organizational, communication, and leadership skills; self-motivated sales professional with years of successful sales experience in developing and implementing innovative promotional and marketing models, using exemplary sales analysis to develop sales strategies and business plans to actualize budget.

**PROFESSIONAL EXPERIENCE:**

UnitedHealth care Community Plan Brooklyn, NY 9/2010-Present

***Regional Marketing Supervisor, Sales and Marketing***

***New York Health Plan (A.C.A)***

* Manage daily activities of 10 or more CAC to successfully educate and enroll members into quality and affordable health care through Marketplace.
* Coordinate and educate the community through Community Based Organizations on how to access and benefit from government sponsor health insurance programs such as; Medicaid, Medicare, CHP, EP and QHP by enrolling with UnitedHealth care.
* Develop Marketing strategies specifics to territories and organizations in other to increase

Market share.

* Motivate and train team of CAC towards strong sales, services and retention performances.
* Design strategies to analyze enrollment trends and compare to the competitors to assess

opportunities and implement strategies for better hedge.

* Attend management meetings and contribute to how to develop a business plan and sales

strategies for the market to ensures attainment of company sales goal for profitability.

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 Healthfirst New York, NY 1/2004-1/2010

 ***Senior Field Enrollment Representative / Retention Specialist***

* Devised and launched innovative marketing and sales campaign to enhance consumer’s awareness of company products.
* Provided sales coverage and developed best possible market penetration for our products such as**;** Medicaid, Medicare CHPA, CHPB, and FHP by enrolling clients in assigned territory and assigned PCP to members according to the rules
* Tracked enrollment and claims.
* Conducted weekly teleconferences with clients to review status and escalate issues as needed.
* Generated weekly and monthly activity reports.
* Delivered sales presentation for institutions such as; Hospitals, organizations and GPs clinics to further develop existing clientele with additional products and services.
* Performed other related duties as directed by supervisor
* Awarded Best Sales Performer of the Year.

RadioShack Corporation Bloomfield Hills, MI, USA 1/2002 - 2/2003

***Assistant Retail Store Manager***

* Covered all facet of store management such as; scheduling, stocking, cash depositing and daily balancing of sales.
* Overseen cash register, verified receipt, handled all bank deposit and monitored daily balance.
* Created innovative merchandise display and promoted in store special events
* Educated staffs on key products and consumers’ needs.
* Overseen in store promotion including display point of sales and general operations.
* Awarded Employee of the Month.

U.S.A Federal Credit Union Auburn Hills, MI, USA 4/2001 - 5/2002

***Network Specialist***

* Responded to 120 end user’s problems.
* Provided hardware and software support for computers and its peripherals such as; printers, fax machines PBX phone systems.
* Created and managed users on the platform of Win NT, 95/98/2000, ME both on servers and operating system.
* Involved in resolution of problems with WINS, DHCP and TCP/IP.

Macmillan PublishersU.K. Lagos Office, Nigeria 05/1994 - 2/1998

***Field Sales Manager***

* Managed Lagos Sales team
* Pursued all tiers of government for bulk purchase.
* Established sales programme and offered company approved incentives to guarantee referrals business.
* Coordinated meetings and activities among multiple groups or organization to generate sales.
* Educated staffs on key products and current consumer’s trends.
* Exercised excellent judgment in analyzing and resolving customer’s complaints.
* Trained new recruits
* Surpassed company budgets in all years as Field sales Manager.

***Field Sales Representative***

* Presented Company products and services to prospective clients to expand market share.
* Helped managers identify potential prospects on the field by writing field reports to increase sales.
* Worked cooperatively with other sales staff to meet individual and overall budget.
* Pursued work with insatiable energy and drive.
* Protected company goodwill by providing after-sales services.
* **EDUCATION:**

University of Phoenix Phoenix, AZ

03/2010MBA/HCM

Aress Computer Academy Southfield, MI

2000 Microsoft Certified Systems Engineer (MCSE)

2000 Cisco Network Associate **(**CNA)

University of Ilorin Kwara, Nigeria

Bachelor of Arts

**PROFESSIONAL LICENCES & CERTIFICATIONS:**

New York State Health License

ACA Individual Certified

ACA SHOP License

Microsoft Certified System Engineer

Cisco Network Associate