**Ms. Teniola Ayeni**

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**Personal Statement**

Committed and ambitious business and law graduate with a 2:1 honours degree, who possesses an interest and understanding of a myriad of law and business topics. Currently seeking challenging employment opportunity or internship in a commercial legal environment. Which will provide many responsibilities and the opportunity to develop skills and advance legal career.

**Education**

**University College Dublin Sep 2017 – Aug 2018**

**LLM Intellectual Property and Information Technology Law (Expected 1:1)**

Modules:

Data Protection and Privacy Law, Patent Law, Digital Investigation Law, Media Regulation, International Finance Law and Trade Mark Law

Activities:

Legal Services Society (Negotiating competition and legal aid to students)

Law Society (Mooting and Debating)

Literary and Historical Society

Saint Vincent de Paul

**Dublin Institute of Technology Sep 2013 – June 2017**

**B.Sc. (Honours) Business and Law (2:1)**

Modules:

Tort Law, Equity Law, Property Law, European Union Law, Constitutional Law, European Human Rights Law, Criminal Law, Company Law, Evidence Law, Global Strategic Management, Accounting, Economics and Marketing Communications.

Thesis:

“Conflict and its Resolution Methods: A case study of Tesco”

Activities:

Law Society (Debating)

Fashion Society (Co. Director and Head Stylist for 2015 Show)

**Loreto College Aug 2008 – June 2017**

**Leaving Certificate (445)**

Senior Student Council Representative

Member of Student Council

Class Representative

Member of Arts Committee

Member of Catering Committee

Member of Debs Committee

**Work Experience**

**Arnotts Department Stores Oct 2015 – Present**

**Sales Assistant**

Demonstrated excellent customer service daily by assisting customers with queries and orders.

Achieved four out of five revenue targets, equating to over 120% against overall targets set.

Demonstrated resilience and ability to upsell products, consistently meeting KPIs set for adding more value to sales.

Significantly improved negotiation skills, regularly converting customers from point of enquiry to sale, something that earned me sales assistant of the period during the month of August 2017.

**Lifestyle Sports April 2015 – Jan 2017**

**Sales Assistant**

Assisted customers with their purchases and online orders.

Helped train new team members in key competencies.

Responsible for contributing to the overall performance of the store by driving sales at every opportunity.

Handled cash and credit card transactions and verified my sales at the end of each shift.

Responsible for making sure that every customer receives an outstanding and exceptional level of service.

Built professional relationships with customers.

**Schuh June 2014 – Aug 2014**

**Sales Assistant**

Assisted customers and used the till and ordering systems.

Being friendly and engaging with children and their families was an important part of this role.

**Skills**

**Communication:** Throughout my education and work experience I have developed strong oral and written communication skills. Working in group projects as also allowed me to build my people and listening skills. I communicate with a variety of customers daily in my role at Arnotts, this has helped me build my customer/client skills.

**Teamwork:** I am an active team member and always contribute to team ideas and discussions. I recognise it is important to work together as a collective. In college, I worked on with a diverse range of students. We overcame language and cultural differences to work effectively as a team and deliver the project each time.

**Organisational:** The ability to balance and juggle numerous deadlines is key to me. Having a strong work ethic has allowed me to build my multitasking and time management skills.

**Analytical and Research:** In college, I built a strong ability to analyse and review documents and articles quickly and efficiently. Researching for my assignments and thesis has helped me improve my research techniques.

**Innovative and Problem Solving:** Resolving customer queries or complaints in an important aspect of my role at Arnotts. I often take the initiative to resolve situations and ensure the best outcome for the customer.

**Computer:** Component using Microsoft Word, PowerPoint, and Excel.

**Hobbies and Interests**

I enjoy reading fictional and factual books, going to see musical shows and meeting new people. I love the thrill of traveling to different countries. Over the years I have travelled extensively. This has help me to adapt, observe and keep an open mind to different people, situations and cultures.

**Reference**

Available on request.