

# EZEIBE, UKAMAKA BLESSING

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## PROFESSIONAL SUMMARY

Resourceful, and results-driven sales and marketing expert delivering cutting-edge results across sectors, with extensive experience of consistently achieving strong records of outperforming sales quota, developing new marketing strategies, and strengthening customer relationships with advanced knowledge of innovative solutions. Excellent at market penetration and highly skilled in identifying opportunities to maximize revenue.

## SKILLS

- Interpersonal Skills
- Attention to Detail
- Microsoft Office Suite
- Analytical Skills
- Excellent communication skills
- Ability to work under pressure
- Market & Competitor Research
- Customer Relationship Management
- Team Management
- Time Management Skills
- Intense focus
- Problem Solving

## WORK HISTORY

### Sales Executive

September 2017– Till Date

#### FINCA Microfinance Bank

- Maintained a customer retention rate of at least 95% year on year.
- Most productive staff in the branch in the year 2018,2019,2020,2021.
- Met over 140% of sales goals within 9 months by optimizing sales plans and strategies.
- Managed client onboarding, and integration, and maintained excellent client relationships.
- Conducted business analysis on client business in order to evaluate their net profit and equity of their business leading to a 52% decrease in bad debts.
- Utilized Microsoft Excel to analyze the cash flow, profit, and loss Statement and delivered well-detailed reports.
- Managed a loan portfolio of 100 million with a 2.0% portfolio risk from my second year of joining the organization with a total number of 200 clients.
- Met with applicants to access, advise, and review their applications to ensure their credit worthiness.
- Achieved all loan targets by going the extra mile to source for applicants that need loans and meet our criteria thereby creating the perfect match and exceeding all set targets.
- Educated all applicants on the risks and benefits, terms of the loan, and the best way to ensure repayment leading to a 86% increase in customer satisfaction.
- Conducted market research, analyzed industry trends, and exploited loopholes to increase overall sales by 63%

### Teacher

August 2016 – August 2017

#### Covenant Secondary School

- Monitored students' progress towards academic excellence.
- Assessed students to evaluate their abilities, strengths, and weaknesses.
- Conducted quizzes every week to monitor and maintain students' progress.
- Created booklets and worksheets for my student to work on to enhance learning.
- Made sure the classroom is tidy at all times to foster a sense of discipline and cleanliness.
- Provided and fostered effective communication systems with students, parents, and administrators.

## Teacher

August 2015 – July 2016

### Deeworld International School

- Collaborated with colleagues to improve learning and extra-curricular activities in the school.
- Worked with individual students to challenge them, improve their abilities, and work on their weaknesses.
- Contributed to the academic and social tone of the school through the consistent demonstration of professionalism and enthusiasm of the school community.
- Created innovative ways to communicate the importance of learning which resulted in a 48% increase in student performance and a 26% decrease in incident occurrence during teaching.

## Teacher

August 2014 – July 2015

### Government Secondary School Oyigbo

- Initiated and facilitated before and after school programs
- Took Roll calls and maintained proper records of all students.
- Supported the school's systems for managing student behaviour.
- Fostered improved physical and emotional environment of the student.
- Inculcated trust, respect, and caring attitudes in students to enable students to become independent and responsible thus helping them to cope with school life.
- Monitored students' general well-being, and helped develop and maintain a good standard of discipline.

## EDUCATION

Nnamdi Azikiwe University

### B.Eng Chemical Engineering

August 2013

Saint Mary's College

### Senior Secondary School Certificate

July 2007

## CERTIFICATIONS

- |  |                |
|--|----------------|
| • Information Security Awareness                               | September 2021 |
| • Uncovering and Mitigating Unconscious Bias                   | August 2021    |
| • Anti –Money Laundering and combating the Financing Terrorism | June 2021      |
| • Diversity and Inclusion                                      | May 2021       |
| • Mastering And Arrears Collections                            | October 2020   |
| • Harassment and Discrimination prevention                     | May 2020       |
| • Anti-Bribery and Anti-Corruption                             | March 2020     |
| • Health and Safety Environment 1,2 & 3                        | July 2015      |
| • ICT Certificate, AFRI hub Training program                   | October 2010   |

## INTERESTS

Outside work, I enjoy learning tips, tricks, and hacks for operational efficiency and maximizing profit. I love reading, writing, and travelling.

## REFERENCES

Available on request