

ANTHONY CHUKWU

BUSINESS DEVELOPER ☎ +2348031911473

◦ DETAILS ◦

+2348031911473
acxander.ac@gmail.com

◦ LINKS ◦

[LinkedIn](#)

◦ SKILLS ◦

Good organizational skills

Communication Skills

Leadership and Teamwork

Critical Thinking Skills

Customer Service

Microsoft Office

◦ LANGUAGES ◦

English

Igbo

French

Chinese

◦ HOBBIES ◦

Playing football, leisure reading,
research, watching anime,
listening to music.



PROFILE

I am a business developer with over six years cumulative experience in client management, project management and business development

As the current business development manager of Intelia, and former business development manager at Bolt, I have worked in a managerial capacity for one of the largest SaaS companies globally, and have professionally been on an upward trajectory ever since.



EMPLOYMENT HISTORY

Business Development Manager at Intelia

January 2021 — Present

I maintain the relationship between company and the clients; which includes customer support, service and retention. Using Microsoft Outlook, Hubspot, Zendesk, Trello and Confluence, I manage the clients and the various projects associated with them.

I also manage the life cycle of the products, including the business and marketing related aspects.

As project manager, I have in the past year, managed projects worth over one million dollars.

Business Development Manager at Ace Real Estate Development Ltd., Lagos

October 2020 — June 2021

Facilitated the development of the company's organizational structure, while also functioning as head of the company's legal team.

Office Manager at TeamSpace by Intelia, Lagos

September 2020 — December 2020

As office manager, I was the first point of contact to the organization. I provided customer support services at the front desk for all walk-in customers who needed to make enquiries, and also live chat, email and call support for customers who reached us virtually.

I also managed database of existing customers using google sheets.

In the 3 months I served in that position, I recorded 100% customer satisfaction, 100% customer retention, and received 3 referrals from existing customers.

Business Development Manager at Bolt, Lagos

March 2020 — June 2020

I engaged potential clients on B2B sales level, while providing customer support for existing customers through email, live chat and mobile calls.

I marketed the products by generating leads and managing them using Pipedrive.

Extern at Country Hill Attorneys and Solicitors, Lagos, Nigeria

June 2019 — August 2019

As a legal extern, I was primarily in charge of customer/client support. I engaged clients through calls, emails and live chat to keep them updated on the progress of the service. I also researched, reviewed and managed case files for the firm, considerably reducing the turnover time spent on each file and improving the quality of the contents.

Customer Support / Sales Representative at Trevo Nigeria, Lagos, Nigeria

May 2014 — July 2017

I generated leads, conducted sales, managed customer data base, and provided customer support through live chat, emails and mobile telephone calls, in one of the largest affiliate marketing organizations in the country at the time.

I also organized and facilitated the largest sales and marketing symposium in my university, as a 3rd year undergraduate student; exceeding success rate projections by over 300%.

- **CEO at Self-run Transport Company**
April 2016 — October 2018
I self started, managed and sustained a mini tricycle transport company, managing Human Resources and customer support.

🎓 EDUCATION

- **BL , Nigerian Law School, Yenagoa, Nigeria**
November 2018 — September 2019
Graduated top 13 percent of my set.
- **LLB, University of Lagos, Lagos, Nigeria**
January 2013 — January 2018
- **West African Senior Secondary Certificate , St Finbarr's College Akoka, Lagos, Nigeria**
April 2007 — June 2012

⚙️ COURSES

- **Google Project Management Certification, Google**
- **Product Management Specialization , University of Alberta**
- **Data Analytics for Business, University of Colorado Boulder**
- **Microsoft Excel skill for Business - Intermediate, Macquarie University**
- **Microsoft Excel Essentials , Macquarie University**
- **Data Science specialisation, IBM**

★ VOLUNTEER ROLES

- **AIESEC Alumnus, Lagos**
January 2018 — Present
- **Co-founder The Sounding Board**
April 2019 — Present
A fast-growing creative writing and book club of about 30 members in Lagos Nigeria, who hold bi-weekly meetings to discuss literary trends and encourage creative writing and reading among members and within the community.
- **Assistant Group Leader at Nigerian Law School, Yenagoa, Nigeria**
October 2018 — August 2019
Coordinated a group of 54 students to execute weekly tasks, prepare for the mock trials and bar exam.
- **Tutor at Nigeria Law School Campus, Yenagoa, Nigeria**
August 2018 — June 2019
Tutored indigent secondary school students within my local community in preparation for their college (University) admission applications and exams.

📢 REFERENCES

- **References available upon request**