

UGONNA DANIEL UGWU

Chemical Engineer | Tech Sales | Business Development | B2B Sales | B2C Sales

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PROFESSIONAL SUMMARY

I'm Ugonna Ugwu a Chemical Engineer turned Sales and Business Development Professional, I bring a unique blend of technical expertise and strategic insight to the table. With over five years of experience spanning the oil and gas, technology, and financial services industries, I excel at driving growth, fostering client relationships, and developing tailored solutions that deliver measurable results. I seek to work in an organization where I can leverage my knowledge and skills, and where business growth, optimum performance, and career development are part of the company's culture.

INDUSTRY EXPERTISE

Leadership | B2B | Business Development | Inbound Marketing | Lead Generation | Emotional Intelligence | Project Management, Coordination, and Delivery | Outbound Sales | Effective Communication | Teamwork | Stakeholder Engagement | Negotiation | Business Strategy | Data Analytics | Sales Development | B2C | Cold Emailing

WORK EXPERIENCE

Eleven36 **Sales Consultant** **December 2023 – Present**

Industry – Technology Sales

1. Developing and implementing sales strategies to achieve revenue targets and maximize market penetration.
2. Fostering client relationships by understanding their needs and providing tailored solutions and support.
3. Identifying new clients and partnerships through research, networking, and lead generation.
4. Developing and presenting client-aligned proposals and contracts.
5. Monitoring sales and pipeline metrics and reporting to management using CRM tools.

Arдова Plc. **Retail Business Development Executive** **January 2024 – Present**

Industry – Oil & Gas

1. Regular station visits to ensure the stations are operated according to the company's standard practices.
2. Expand the company's retail footprint within the assigned area of coverage – drafting terms of contracting and following up until execution.
3. Responsible for all forecourt management within the assigned area of coverage.
4. Manage retail customers under coverage and achieve set Key Performance Indicators.
5. Deploy Retail Quality Checklist (RQC) once a month.
6. Achieve 100% of volume and gross margin targets across all product lines monthly.

ENYO Retail & Supply Limited **Retail Marketing Associate** **April 2023 – December 2023**

Industry – Oil & Gas

1. Conducted monthly appraisals for all dealers within the assigned area of coverage.
2. Was responsible for all forecourt management within the assigned area of coverage
3. Managed relationships with external stakeholders/regulatory authorities.

4. Managed retail customers under coverage and achieve set KPIs.

ENYO Retail & Supply Limited EHSSQ Officer – Field Operations (South West) July 2022 – March 2023

1. Participated in compliance reviews, general risk assessments, and other safety assessments to support HSE.
2. Carried out EHSSQ audits to ensure safety at all stations.
3. Assisted in compliance with applicable laws and regulations.
4. Maintained positive and proactive relations with colleagues, as well as customers and regulatory agencies.

ENYO Retail & Supply Limited Outlet Manager April 2021 – June 2022

1. Managed all aspects of point of sales such as positioning it for optimum performance.
2. Coordinated and trained staff on relevant safety procedures for safe operations of the service station.
3. Trained and retrained staff on how to render exceptional customer service.
4. Supervised all station maintenance activities and reported back to the maintenance department.

ENYO Retail & Supply Limited Understudy Station Manager Feb. 2021 – April 2021

1. Went through the training process of becoming a Station Manager.

Access Bank Plc. Sales & Customer Support Representative Sep. 2019 – Feb. 2021

Industry – Financial Services

1. Logging customer interactions and ensuring timely follow-ups for issue resolution and satisfaction.
2. Selling the bank's products and services.
3. Effective internal communication to ensure customer requests and complaints are resolved promptly.
4. Worked with other team members to deliver Key Performance Indicators (KPIs) effectively.

EDUCATION

Fundamentals of Technology Sales 2024
University of Maryland

Mini-MBA - Business Administration and Management, General 2022
Tekedia Institute, Boston, USA.

B. Eng. - Chemical Engineering 2018
Federal University of Petroleum Resources Effurun, Delta State, Nigeria.

CERTIFICATIONS AND AWARDS

Business Strategy Governance and Ethics 2023
European Business University of Luxembourg

Fundamentals of Agile Project Management 2023
Project Management Institute (PMI)

Cert Prep: PMI Agile Certified Practitioner (PMI-ACP) 2022
LinkedIn Learning

McKinsey Forward Program 2022
McKinsey & Company

REFERENCES

Available upon Request