

OFUASIA CHUKS ONYEAMASIFE

chuksnairo@gmail.com| +2348146790407
Eleganza Garden, Opp. VGC Lekki-Epe Expressway, Lagos Nigeria.

PROFILE

Results-driven Sales and Business Development Manager with 10+ years of experience leading revenue growth, managing teams, and forging strong client relationships. Skilled in strategic planning, market analysis, and negotiation, with a track record of expanding operations and driving a 30% increase in sales. Adept at operational efficiency, customer acquisition, and leadership, ensuring consistent business success.

EDUCATION

LAGOS STATE POLYTECHNIC **2010**
Higher National Diploma in Business Administration

THE POLYTECHNIC IBADAN **2001**
Ordinary National Diploma in Accounting

CORE COMPETENCIES

- **Sales & Business Development:** Strategic planning, market analysis, sales forecasting, revenue generation
- **Team Leadership:** Training, mentorship, performance management, communication
- **Customer Relationship Management:** Client engagement, retention strategies, negotiation
- **Operational Efficiency:** Process improvement, cost reduction, inventory management
- **Technology & Tools:** Microsoft Office Suite (Word, Excel, PowerPoint), ERP (Oracle)

KEY ACHIEVEMENTS

✅ Recognized as **Best Sales Manager (Nov & Dec 2023)** at OPay Digital Services Limited
✅ Led expansion efforts into new territories, increasing sales revenue by **30%**
✅ Established the **BDM Ambassador Program** across 39 institutions for university-based user acquisition
✅ Implemented inventory management improvements, reducing stock-outs by **25%** and optimizing turnover by **30%**
✅ Enhanced workplace safety compliance, reducing incidents by **40%**
✅ Negotiated partnerships that expanded market reach by **30%**
✅ Streamlined payroll processes, cutting processing time by **15%**

EXPERIENCE

OWEN AVERY **08/26 – TILL DATE**

Business Manager

- In charge of effectively recruiting, directing, and managing a group of sales people and the overall operations of the business.
- Create capture tactics for sales targets that are in line with the objectives of the practice area and the business model.
- To help with the compilation of monthly, quarterly, and annual reports, collect financial and operational data.
- Manage activation budgets, billing, collections, and the financial performance of engagements.
- Give the appropriate business unit comments on product gaps and development.
- Establish a plan, gather resources, mobilize, and carry out the actual delivery.
- Supervise and train staff, including hiring and evaluating performance
- Ensure all operations adhere to laws, guidelines, and regulatory requirements
  Assess the quality of work and the need for improvement or changes
- Align with suppliers, retailers, customers, and team members to achieve business goals

OPAY DIGITAL SERVICES LIMITED **03/23 – 01/26**

Acting National Manager

- Oversaw nationwide sales objectives, team leadership, and regional growth strategies
- Spearheaded recruitment and training for new branches in unexplored markets
- Implemented incentive programs to boost employee motivation and customer retention
- Developed and executed market penetration strategies, driving business expansion

OPAY DIGITAL SERVICES LIMITED **05/21 – 03/23**

Regional Card Manager

- Managed daily operations, budget planning, and sales growth for the region
- Led performance evaluations and strategic initiatives to maximize profitability
- Provided mentorship to sales teams, ensuring target achievement

OPAY DIGITAL SERVICES LIMITED **04/20 – 04/21**

Business Development Manager

- Directed sales force, creating initiatives to enhance business performance
- Developed marketing proposals and delivered presentations for merchant engagement
- Managed training programs for sales associates to improve client acquisition

NEONITE GLOBAL VENTURES LIMITED **03/19 – 0320**

Business Development Manager

- Engaged prospects and secured new business deals through contract negotiations
- Conducted market research and identified growth opportunities

01/18 – 02/19

AUTO POINTE QUICKFIT

Marketing Executive (Team Lead)

- Designed marketing campaigns, executed brand promotion strategies
- Developed sales-driven initiatives, increasing customer engagement

CHI LIMITED **04/16 – 02/17**

Sales/Stock Supervisor

- Managed inventory, optimized stock rotation, and maintained health/safety Standards
- Oversaw retail sales and customer service operations

PURECHEM INDUSTRIES LTD **05/07 – 03/16**

Personal Assistant to MD

- Handled payroll processing, administrative tasks, and compliance coordination

DRURY IND LTD **01/01 – 04/06**

Marketing Officer

- Led marketing initiatives, identified potential clients, and enhanced service promotions

SKILLS

- Sales & Business Development
- Leadership & Team Management Strategic Planning & Execution
- Marketing & Brand Development
- Technical & Analytical Skills
- Excellent documentation and record management
- Resourceful, committed and can be counted on to get the job done
- Good Interpersonal Skills
- Initiative and ability to work without or with little supervision

REFERENCES

Available on demand

LANGUAGES

English

HOBBIES

Travelling
Listening to music