

# OMERI AKACHI RUTH

Ogudu, Lagos State.

08060378322; [akachiomeri@gmail.com](mailto:akachiomeri@gmail.com)

I am a 27-year old Nigerian Female.

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## CAREER OBJECTIVE

With the world becoming more tech-dependent, I have begun Studies in tech-related roles because I am passionate about learning and fitting into the future workspace. My career goal is to be renowned in the tech industry and assist Companies to make effective change in the necessary areas, I do this every day I work in a company.

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## SKILLS

- Proficient in all Microsoft Office applications.
  - Postgres, PowerBI.
  - Negotiations.
  - Ability to handle multiple client accounts and build rapport with key clients.
  - Effective Communication, written and verbal.
  - Active listener.
  - Fast Learner.
  - Good Fit with Corporate Culture, Confident, and a team player.
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## WORK EXPERIENCE

**Powerpro Company Limited, Oba-Akran Ikeja, Lagos State**

**August 2019- July 2020**

**Key Account Manager**

- Constructive research and market analysis.
- Develop a thorough knowledge of key account needs and develop strategic, personalized solutions.
- Attend key financial negotiation meetings.
- Compiling report for key account processes, goals, and forecasts.
- Interface between key accounts and internal teams to bring profitability on the two fronts.

**Dec2018- August 2019**

**Business Development Executive**

- Attend to Customer needs via email, calls, and social media platforms.
- Develop and manage sales lead of Midstream and Downstream Oil and Gas companies.
- Promote Sale of Products and services from different OEM partners of the company.
- Attend bids and quotation negotiations through phone calls, emails, and physical panel negotiations.
- Generate, manage and get revenues from new clients while managing the existing ones.

**Novus Agro Limited, 5a Craig Street, Ogudu Lagos State.**

**Jun2018-Dec2018**

**Business Development Executive**

- Liaise with off-takers on behalf of Farmers.
- Develop a work plan for Farmer based project.
- Develop Contract agreements for stakeholders.
- Generate new customers in the agricultural sector while managing existing customers.
- The interface between Novus Agro and other stakeholders in the agricultural sector to promote the success of farmmoni, a project that I was among the pioneering team.
- Was among the team that worked on the Novus Agro-IMC plantation Farm base expansion scheme in Nsukwa, Delta State.
- Worked with the Novus Agro team for the Market Development for the Niger Delta (MADE) program in Edo state and North Delta State under the agricultural sector.

**Etinan Institute, Etinan, uyo, Akwa-ibom State**

**Jan -Oct 2017**

**NYSC (Mathematics Teacher)**

- Taught and examined students from 4 SSS1 classes on Mathematics.

**Lion Fm, Gs Building, University of Nigeria Nsukka, Enugu State**

**April – Aug 2016**

**Administrator**

- Customer care.
- Negotiate prices with customers.
- Schedule programs.
- Bookkeeping and Recording.
- Financial Administrator.

**Golden Heart Foundation Nsukka, Enugu State (VOLUNTEER)**

**Aug 2015- Aug 2016**

**Executive Assistant/Financial Administrator to Branch Director**

- Make Travel and Accommodation plans.
- Book appointments and schedule meetings.
- Send and reply to official Mails.
- Take and make official calls.
- Record and disburse finances.
- Organize delegates from UNN to attend NYS, a youth initiative program.
- Discover and harness the potentials of youths in my school community also ran mentorship programs for some young females.

**Elbe pharmaceuticals, Eket Uyo Akwa-Ibom state, Nigeria**

**July -Oct 2012**

**Industrial Trainee Business Development(sales)**

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## **EDUCATION**

**University of Nigeria Nsukka, Enugu State, Nigeria**

**July 2015**

BSc (Biochemistry)

**Utiva Data School, Lagos State, Nigeria**

**July 2020**

Data Analytics

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## **HOBBIES**

- Traveling
- Meeting people
- Humanitarian Outreach.

## **POSITION HELD**

- Directorate of Finance, New Covenant Family, UNN Chapter.

## **REFEREE**

Available on request.