

CV OF UZORNWANNE MICHEAL IGBENABOR

#17 Asadu Street Thinkers Corner Enugu, Nigeria • Mobile: (+234)8036142334 • Email: micheal.igbenabor1@gmail.com

PROFESSIONAL PROFILES

1. A pro-active and innovative Sales Representative offering across-the-board proficiency in:

| Indoor and Outdoor Sales | Warm and Cold Calling | Customer Relationship/Profiling | Lead Generating | After Sales Client Services | Candidate Facilitation |

Extensive 4 years interpersonal and communication skills in sales and developed ability to analyze problems, find tangible solutions and implement new systems and procedures in a fast-paced business environment. Possess a strong drive to achieve set goals and objectives by always delivering high standards of service excellence in line with the company's vision.

2. *Extensive 3 years* Freelance Web Developer specializing in front end web development. Well-versed in numerous programming languages including **HTML**, **JavaScript**, **CSS**. Strong background in customer relations.

3. *Extensive 5+ years* Freelance Ethical Hacker and Web App Pentester specializing in discovering vulnerabilities in web applications. Well-versed in programming languages Python for coding simple web security hacking tools.

Career Objectives: Team player with charming personality necessary to receiving clients and enlivening social connections. Proficient in working with phone lines, scheduling, filing and multitasking. Professional competency in English developed through work and educational experience. Proficient with Microsoft Office suite and internet tools.

CAREER HIGHLIGHTS

AD SALES REPRESENTATIVE ALBERTINA NIG LTD ENUGU NIGERIA.

SEPTEMBER 2018 – PRESENT

- ♦ Product Inventory Record and Keeping on key credit customers.
- ♦ Raising of Customers Invoices after Product Purchases.
- ♦ Communicating to Customers about the latest information about company products.
- ♦ Target setting and making sure that all the customers meet their targets in order to meet mine.
- ♦ Record keeping of cheques for products already bought by key credit customers.
- ♦ Monitor customers on the AD Report Template on a weekly basis to identify their purchase performance.
- ♦ Selected as first outdoor sales rep in 2019 - 2022 and received the Travel Incentive for 4 years

AXA MANSARD INSURANCE PLC.

Professional Sales Representative February 2018 - August 2018

- ♦ Increased the rate of customer retention by 18 percent within few months of employment by focusing on weekly existing client contact and feedback.
- ♦ Provided timely and comprehensive solutions and answers to client questions about product issues when asked.
- ♦ Created detailed sales contracts for new and existing clients when products and services were ordered and walked

the customer through all of the terms and sections.

New Horizons Computer Learning Center Ikeja Lagos.
February 2018 – December 2018 (PART TIME)

- ♦ Cyber Security IT Instructor.

Aptech Enugu, Nigeria.
February 2022 – Date (PART TIME)

- ♦ Cyber Security IT Instructor.

EDUCATION DETAILS

2002 - Government Secondary School Minna, Niger State.

2012 - Institute of Management and Technology. Enugu, Nig.

Course: (HND) Fine and Applied Arts.

2015 – NYSC (National Youth Service Corp).

SKILLS AND ABILITIES

- ♦ Excellent Communication Skills.
- ♦ Customer Relationship
- ♦ Target Driven
- ♦ Coding.

INTERESTS

- ♦ Reading.
- ♦ Socializing: community work, volunteer work.
- ♦ Entertainment: music, dancing.
- ♦ Traveling.

PERSONAL DETAILS

Date of birth	22 December 1982
Languages	English
Marital status	Single
Availability	Immediately

Location	Enugu, Nigeria
References	Available on request