

IGIEKPEMI BRIGHT HABEEB

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Professional summary

Transitioning Full Stack Developer adept in HTML, CSS, JavaScript, PHP, Laravel, React.js, and database optimization. Strong analytical, problem-solving, and project management skills acquired from directing partnerships and game-changing projects. Committed to delivering high-quality web applications through continuous learning and collaboration.

Technical Skills

Front-end Technologies: HTML5, CSS3, JavaScript, React.js, Bootstrap, Tailwind, Media Queries

Programming Languages: PHP, MySQL, AJAX

CMS & E-commerce Platforms: WordPress, Shopify

Development Tools: Git, Visual Studio Code, Chrome Developer Tools, React Developer Tools.

Methodologies: Agile, Scrum

Projects

Web Development UnityDocs Project - Moat Academy

- Developed a responsive and interactive web application using HTML, CSS, JavaScript, and Bootstrap
- Implemented client-side validation and dynamic content rendering with JavaScript
- Collaborated with a team using Git for version control and Agile methodologies

Career Summary

March 2023 - June 2024

Sidebrief, Lagos State.

Partnership Associate

Outline

Partnership Specialist conducts business development activities to identify, develop, and administer strategic partnerships with other organizations across sectors and countries to realize key objectives, gain operational efficiencies, address unmet market needs, and create new customers and markets.

Key Responsibilities:

- ✓ Developed and executed strategic sales plans to identify and develop new business opportunities with potential partners across sectors and countries.
- ✓ Grew existing accounts by building and maintaining strong relationships with key stakeholders and decision-makers.
- ✓ Worked closely with the senior management team to ensure alignment of partnership goals and objectives.
- ✓ Documented and analyzed the sales process and performance of each partnership
- ✓ Provided feedback and recommendations for improvement.

Key Achievements:

- ✓ Increased Product Users and Revenue
- ✓ Strategic Sales Planning and Business Development
- ✓ Alignment of Partnership Goals
- ✓ Successful Closures

June 2021 – Aug 2022

Oceania Digitals Limited, FCT-Abuja.
Partnership and Sales Specialist

Outline

My responsibilities as a Partnership and Sales Specialist were mostly leveraging partnership synergies to drive traction and acceptance analysis for business development and strategic planning mostly from a sales and revenue perspective. My everyday routine included;

Key Responsibilities:

- ✓ Prospect for potential new clients and turn these into increased business.
- ✓ Scouting and researching potential partners to facilitate the funding of a new company business line.
- ✓ Cold call as appropriate within our market area to ensure a robust pipeline of opportunities.
- ✓ Identify potential clients/partners, and the decision makers within the potential client organization.

- ✓ Research and build relationships with new clients and prospects partners.
- ✓ Set up meetings between client decision makers and company's practice leaders/Principals

Key Achievements:

- ✓ Successfully identified and established strategic partnerships with key organizations, resulting in increased market traction and acceptance of the company's educational products and services.
- ✓ Spearheaded business development initiatives that resulted in 10% growth in sales and revenue for the company with a comprehensive market analysis, enabling data-driven strategic planning to capitalize emerging opportunities.
- ✓ Prospected and secured potential new clients, converting them into valuable business relationships and contributing to the expansion of the customer base.
- ✓ Successfully closed deals with prominent clients, such as Dell Technologies and NITDA, thereby enhancing the company's reputation and market presence.
- ✓ Conducted extensive scouting and research to identify potential partners to fund a new company business line.

Feb 2021 – July 2022

**Youth Anticorruption Society, Abuja.
Grant Application Specialist (NGO)**

Outline

Research on federal, state, local and private institutions that offer grants. Also to develop budgets, write grant applications and provide information for grant officers or supervising administrators and to assist individuals' organizations or businesses in preparing and submitting grant proposals to secure funding for specific projects or initiatives.

Key Responsibilities:

- ✓ Conducting extensive research to identify and evaluate various funding opportunities, including government agencies and corporations.
- ✓ Preparing and writing persuasive grant proposals, showcasing the organization's projects and objectives in alignment with the funding organization's mission and guidelines.
- ✓ Cultivating and maintaining strong relationships with potential and current funders.
- ✓ Actively engaging in networking events and meetings to foster partnerships.
- ✓ Proactively seeking avenues for sustainable financial support.

Dec 2019 - Jan 2021

**Marolinks Comm., Edo State
Tech. Support**

Outline

As the technical officer is often time referred to as the assistant head of IT operations, my responsibilities included but were not limited to:

Key Responsibilities:

- ✓ Installing and configuring computer systems, diagnosing hardware and
- ✓ Software faults, solving technical application problems.
- ✓ Overseeing student login queries and complaints.
- ✓ Arrangement of questions for upload to our examination's portal during computer base examination using the CBE software.
- ✓ Preparing and ensuring optimal computer performance
- ✓ For client's smooth operations

Education

Higher National Diploma in Public Administration.

Federal Polytechnic, Auchi, Benin State.

October 2016 - October 2018.

Additional

Certification

Software Developer – Full Stack Engineering --- MOAT ACADEMY

Projects

- ✓ Partnering with communities and government agencies — Sidebrief
- ✓ Service Providers for Europe, North and South America — Sidebrief
- ✓ Career and Technical Education — Oceania Digitals Limited
- ✓ Empowering the Next Generation in Information Communication Technology — Oceania Digitals Limited
- ✓ OTax Development — Oceania Digitals Limited
- ✓ HealthConnect Development — Oceania Digitals Limited
- ✓ Restructuring and Reorganizing Approaches to Grant Application — YASNigeria
- ✓ Youth Anti Corruption Sensitization — YASNigeria