

CATHERINE ARUEZE

Business Development Executive

Skills

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- Interpersonal Skills
 - Communication Skills
 - Sales & Marketing
 - Active Team Member
 - Creative Thinker
 - Solution Seeker
 - Tech Savvy
 - Microsoft Office

Experience

Fadeyi Street, Agbowo U.I., Ibadan.

2348168980661

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Alerzo/Business Development Executive

MAY, 2022 - PRESENT, IBADAN, OYO STATE

- Onboarding of New clients (onboarding of over 30 clients into the platform)
- Maximum management of existing clients (currently managing over 70 clients)
- Pushing of sales to both existing new clients (facilitated the sales of over 20 million naira to both new and existing customers)
- Follow-up on clients order (ensuring the clients order gets to the fulfilment team in about 20mins the order was placed)
- Maintaining a cordial relationship with clients (My ability to maintain a cordial and stable relationships with clients has earned me referrals to 15 New clients added to my portfolio)

GRACE & MERCY MFB/ Credit Officer

January 2021 - May 2021, Lagos State.

Grace & Mercy focus on alleviating the financial strength of low income earners, through the aid of micro short term loans to boost their income and business.

- Meeting prospective clients. Meet low-income earners that run retailer stores and wish to boost and grow their business. I was

able to convert 40 prospective clients to clients

- Recovering of loans collected by clients. After the disburse of the requested loan funds, follow up is carried out to ensure the loans are paid back as at when due
- Increase the sale of micro retail loans through marketing and group lending.
- Identify & pitch micro lending opportunities, leveraging cluster lending and small business traders.
- Grew the micro lending portfolio by disbursing 3 Million Naira to 30 New clients, within a month of resumption.

Education

BACHELOR OF ARTS

University of Ibadan / Ibadan / 2017

Teachers Education

WASSCE

Methodist Grammar School, Bodija / Ibadan / 2011

Hobbies

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- Creative ClotheMaking
 - Recreational Reading
 - Social Networking