

# Austino Nten Odey

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## EDUCATION

**Babcock University** - Ogun, Nigeria

**August 2018 – July 2022**

BSc. Economics

- **Relevant Coursework:** Advanced Macro-Economics; Advanced Micro-Economics; Applied Statistics; Operations Research; Project Management; Research Methodology; Entrepreneurial Leadership; Econometrics

## WORK EXPERIENCE

**Business Developer/Data Analyst**

**January 2023 – November 2023**

**Premium Pension Limited (PPL)** - Abuja, Nigeria

- Developed and implemented successful business development strategies that resulted in increased revenue and market share.
- Conducted market research and analyzed industry trends to identify new business opportunities and develop effective strategies.
- Built and maintained strong relationships with clients, vendors, and key stakeholders to drive business growth and foster loyalty.
- Generated new leads and business opportunities through networking, cold calling, and prospecting.
- Ensuring customers are satisfied with the services they're receiving.
- Making sure customers get information on their emails and via text message.
- Ensuring that customers have the company's mobile application on their devices.

**Acquisition & Incubation Associate**

**November 2023 – January 2024**

**Jumia** – Abuja, Nigeria

- Lead the Jumia Vendor Acquisition strategy, meeting key targets.
- In addition to organic growth, implement a referral campaign in order to grow our active vendor base.
- Acquire key target vendors, align with our long-term strategic plan, and directly interact with them in order to drive their performance.
- Optimizing the performance of newly signed vendors, recommending processes to improve and motivate them in line with the company objectives.
- Accountable for vendor acquisition pipeline planning
- Executes tasks based on tools, processes and performance based on reporting and campaigns
- Liaise between vendor and cross- functional internal teams to ensure the timely successful on-boarding process flow for the new acquired vendor within a stipulated time frame

## LEADERSHIP ROLES

**Welfare Director**

**March 2021 – April 2022**

**Babcock University Students Association (BUSA)** - Ogun, Nigeria

- Developed and implemented welfare programs that enhanced the physical, emotional, and mental well-being of students.
- Coordinated and delivered workshops, training, and events to promote health, safety, and welfare among students.
- Worked closely with the university counseling and mental health services to ensure that students have access to appropriate support when needed.
- Acted as a liaison between the students and the university administration, advocating for the welfare needs of the student body.
- Collaborated with other members of the students association to organize and promote welfare-related campaigns and events.

**Welfare Committee Secretary**

**March 2020 – April 2021**

**Babcock University Students Association (BUSA)** - Ogun, Nigeria

- Provided administrative support to the Welfare Director and assisted with coordination and implementation of welfare services.
- Maintained accurate records and databases of student welfare concerns, issues, and support services.
- Responded to student inquiries and concerns regarding welfare services and referred them to appropriate resources as needed.
- Coordinated and assisted with the organization of events and programs to promote student wellbeing, such as mental health initiatives, financial assistance, and career development opportunities.
- Managed communication channels related to welfare services, including social media, email newsletters, and other platforms.

**Assistant Social Director**

**March 2019 – March 2020**

**Economics Students Association (ESA)** - Ogun, Nigeria

- Assisted the Social Director in planning, organizing, and executing social events for the student community.
- Coordinated and oversaw logistics for events, including securing venues, managing budgets, and working with vendors and suppliers.
- Worked closely with other student associations and organizations to collaborate on events and increase engagement and participation.
- Assisted with the development and implementation of marketing and communication strategies to promote events and increase engagement.

## **SKILLS & INTERESTS**

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- **Languages:** English (Native)
- **Skills:** Good interpersonal and Communication skills • Ability to work in a team and establish effective working relations • Ability to deal with people with tact and diplomacy • Ability to work independently with minimum supervision • Ability to work under time pressure and meet deadlines • Proven leadership abilities • Very high attention to details.

## **CERTIFICATIONS**

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Soft-Skills Training [Jobber man]	May 2022
Microsoft Office Word, Excel. EC-Council Customer Relationship Management and Project Management Certificate [New Horizon]	July 2022
Certified student council leader	February 2021