**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**

* **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** |