

# CHIOMA OKANU

STRATEGY CONSULTANT

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London, UK

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## EDUCATION

### L.L.B BACHELOR OF LAW

The University of Law  
London, UK  
2024

## SKILLS

- Financial Knowledge & Analytical Proficiency
- Market Research
- Business Strategy
- Communication
- Project Management & Data Analytics
- Results Oriented
- Client Servicing & Operations
- Process Improvement
- Advanced Excel and Powerpoint

## CERTIFICATIONS

- Strategic Management and Innovation Specialization
- Emory University Management Consulting Specialization
- Google Data Analytics
- Advanced Valuation and Strategy - M&A, Private Equity, and Venture Capital

## LANGUAGES

English

## EXPERIENCE

### Business Development Consultant BCB Tech Center

10/2024–now  
London, UK

- Conducted comprehensive market research and competitor analysis to identify growth opportunities and recommend strategic initiatives, driving a 10% increase in client acquisition.
- Analysed sales performance and client data to develop actionable insights, improving targeting strategies and enhancing conversion rates by 15%.
- Collaborated with internal teams to optimise business workflows, streamlining the onboarding process and increasing client satisfaction scores from 3.4 to 4.5/5.
- Prepared and presented detailed business proposals and reports to senior stakeholders, influencing strategic decisions and securing buy-in for high-value initiatives.
- Monitored key performance metrics to evaluate the success of business development strategies, identifying areas for improvement and achieving a 20% boost in B2B revenue.

### Business Development Intern BCB Tech Center

07/2023–09/2023  
London, UK

- Developed comprehensive knowledge of business development strategies, focusing on client acquisition, market research, and partnership building.
- Secured 10+ new B2B clients through effective cold calling and email campaigns, showcasing strong client acquisition and relationship-building skills.
- Pitched tailored hardware and software solutions to decision-makers, demonstrating compelling value propositions and driving engagement with potential clients.
- Analysed client and market data to uncover trends and business opportunities, contributing to the development of strategies that boosted revenue growth by 15%.
- Generated £9,000 in additional revenue over three months by applying innovative sales techniques and leveraging client insights to enhance targeting and engagement.

### Client Services Assistant The Triage Care Solutions

06/2022–06/2024  
London, UK

- Facilitated seamless onboarding of new clients, including account setup and introductory information sessions.
- Maintained up-to-date knowledge of industry developments, advising clients on potential impacts on their services.
- Monitored client feedback, identified trends, and recommended improvements to service offerings.
- Coordinated with service teams to resolve client issues efficiently, reducing resolution time by 30%.

### Volunteer Worthy Wellness Initiative

06/2020–now  
London, UK

- Delivered workshops on health and wellbeing to community groups, sharing knowledge on maintaining a healthy lifestyle.
- Participated in fundraising events for the organisation, raising awareness and funds for various causes.
- Took initiative to identify and execute tasks to improve service quality.
- Monitored and documented expenses, helping the organisation operate within budget goals and maximise the use of resources.
- Organized health awareness initiatives, delivering key information to target audiences.