

OKORIE CHINONSO VICTOR

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PROFILE SUMMARY

Business Management graduate (Top 15% of class) with proven success in leading sales teams, improving performance by 90%, and increasing conversion rates by 40% through strategic planning and client engagement. Skilled in sales tracking, communication, and team coordination. Experienced in volunteer outreach and center operations, with strong proficiency in Microsoft Office, Google Suite, and Asana.

EDUCATION

University of Nigeria, Nsukka.	<i>Jan 2019 – Mar 2024</i>
Bachelor of Science, Business Management (3.31/4.0, Top 15% from Class of 120)	
<ul style="list-style-type: none">Specialized Coursework: Corporate Planning & Strategic Management, Sales & Marketing, Quantitative Analysis in Business, Consumer Behavior, Business Ethics & Corporate Social Responsibility.	

PROFESSIONAL EXPERIENCE

Divine Photo Lab and Visual Office Sales Team Lead	<i>Sept 2019 – July 2020</i>
<ul style="list-style-type: none">Led a turnaround in an underperforming sales team, increasing sales output by 90% within three months by implementing targeted coaching, streamlined communication, and a client-focused engagement strategy.Introduced a simplified and transparent sales tracking system, which improved accountability, allowed monitoring of real-time performance, and contributed to a 25% increase in individual rep productivity.Developed and executed tailored sales strategies for key market segments, resulting in a 40% increase in lead conversion rates and stronger client retention.	

VOLUNTEERING EXPERIENCE

Enugu Windows on America Volunteer	<i>Sept 2021 – Mar 2024</i>
<ul style="list-style-type: none">Ensured smooth daily operations of the resource center, supporting both Nigerian and international visitors with information, orientation, and research.	
Rotaract Club of University of Nigeria Enugu Campus Campus Outreach Organizer	<i>Sept 2021 – Mar 2024</i>
<ul style="list-style-type: none">Participated in and helped organize visits to orphanages and elderly homes with classmates to offer support and companionship as part of a student-led initiative.	

ADDITIONAL INFORMATION

Technical Skills: Microsoft Office, Google Suite, Asana, & Financial Analysis.
Soft Skills: Verbal & Written Communication, Collaboration, Analytical Skill, and Resilience
Languages: Igbo (Native), English (Professional Proficiency)
