

# SAMUEL STEPHEN

## BUSSINESS DEVELOPMENT MANAGER

CERTIFIED PROJECT MANAGER CERTIFIED BUSINESS ANALYST

### CONTACT

- +234 8156337036
- yoggizeepad@gmail.com
- www.cryptosalesman.com
- Nigeria & Dubai

### SKILLS

- Business Development
- Strategic Partnerships
- Marketing
- Project Evaluation
- Client Management
- Goal Setting and Achievement
- User Base Growth
- Social Media Marketing
- Community Management
- Blockchain Technology
- Emerging Technologies
- Research and Analysis
- Networking and Relationship Building
- Event Coordination
- Multilingual Communication (English, Arabic)

### EDUCATION

**BACHELOR OF SCIENCE** 2015  
**Business Administration**  
**National Open University Of Nigeria**

### LANGUAGES

English   
Arabic 

### PROFILE

I am a dynamic and 6 Years experienced business developer based in Dubai and Nigeria. With a strong passion for emerging technologies, especially blockchain, I have successfully executed a variety of projects in this field. My in-depth understanding of the blockchain ecosystem and its potential applications allows me to navigate the intricacies of this rapidly evolving industry.

Through my strategic mindset and innovative approach, I have been instrumental in driving growth and fostering partnerships within the blockchain space. With a diverse skill set and a knack for identifying business opportunities, I consistently deliver tangible results in Dubai and Nigeria's thriving business landscapes.

### WORK EXPERIENCE

JUNE-2022- PRESENT

#### ECOSYSTEM/PARTNERSHIP DEVELOPMENT MANAGER

##### HUOBI (Huobi Global)

- Listed and established strategic business partnerships
- Assisted clients in getting listed on the exchange
- Supervised and improved marketing models
- Ensured client compliance with basic evaluation
- Set and achieved business goals
- Increased the user base across all use cases and products
- Listed 10 initial projects, resulting in a cash inflow of \$3 million
- Increased the influencer portfolio by 12% in Africa and the Middle East region
- Developed social media marketing strategies to achieve specific goals
- Maintained a large community of active crypto users

#### ECOSYSTEM/BUSINESS DEVELOPMENT MANAGER

##### GATE.IO

MARCH 2021-MAY 2022

- Evaluated and researched projects for listing
- Conducted key contact research and communications
- Researched and evaluated projects
- Provided marketing support and advisory after listing
- Contributed to business development for Gate products (Miniapp, Gate chain)
- Attended various events and meetups worldwide

#### BUSINESS DEVELOPMENT INTERN

##### BINANCE

Jan-March 2021

- Listed and established strategic business partnerships
- Assisted clients in getting listed on the exchange
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- Increased the user base across all use cases and products
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Nigeria & Dubai

### EXPERTISE

- Business development
- user acquisition specialist
- Sales and marketing expertise
- Operations management
- Proficient in Microsoft tools
- Ability to work with minimal supervision, a smart thinker, and adept at building from scratch
- Strong knowledge and interest in cryptocurrency

### CERTIFICATIONS



- BSC Business Administration
- CBAP-IIBA
- PMP-PMI

### WORK EXPERIENCE

#### BUSINESSDEVELOPMENTMANAGER

##### OZARU LTD

JAN-DEC 2019

- Evaluated and researched projects for listing
- Conducted key contact research and communications
- Researched and evaluated projects
- Provided marketing support and advisory after listing
- Contributed to business development for Gate products (Miniapp, Gate chain)
- Attended various events and meetups worldwide

#### BUSINESS DEVELOPMENT MANAGER

##### ABIT MOBILE APPLICATION LLC

JAN-DEC 2018

- Listed and established strategic business partnerships
- Assisted clients in getting listed on the exchange
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#### BRANCH HEAD

##### OPAY NG

FEB2017-2018

- Organizing and ensuring quality work flow and activities in the branch
- Ensuring set targets are met by every parastals of the branch
- Onboarding new ideas and ways to exceed branch objectives
- Design and implement efficient workflow processes that optimize productivity, quality, and customer satisfaction within the branch.
- Regularly assess and analyze key performance metrics to identify areas for improvement and implement necessary corrective actions.
- Recruit, train, and mentor staff members, fostering a culture of continuous learning and development.
- Conduct performance reviews, provide feedback, and implement professional development plans for team members.

# S A M U E L STEPHEN

BUSSINESS DEVELOPMENT MANAGER

CERTIFIED PROJECT MANAGER CERTIFIED BUSINESS ANALYST

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TO WHOM IT MAY CONCERN,

I am writing to express my strong interest in business development, sales, and marketing roles within your esteemed organization. With a proven track record of driving business growth, exceeding targets, and a passion for cryptocurrency and blockchain technology, I believe I can make a significant impact on your company's success.

Throughout my career, I have successfully developed and implemented strategies that have resulted in significant user acquisition, increased sales, and the introduction of new revenue streams. I am proud of my accomplishments, including bringing in thousands of new users, achieving impressive sales growth, and generating substantial revenue through innovative business ventures.

In addition to my technical skills, I possess excellent communication, negotiation, and relationship-building abilities. I have successfully represented companies in various events and conferences, fostering collaborations and partnerships that drive business success. My strong leadership skills have also enabled me to guide teams towards achieving goals and fostering a culture of innovation.

I am confident that my expertise in business development, sales, and marketing, combined with my passion for driving growth, can contribute to your organization's objectives. I am excited about the opportunity to discuss how my qualifications align with your company and how I can positively impact its success.

Thank you for considering my application. I have attached my updated resume for your review, and I look forward to the opportunity to discuss my candidacy further.

SINCERELY,

STEPHEN SAMUEL

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