

BELLO KIKELOMO ABIGAEEL

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5 Bola Arowolo Street, Atunrase Estate, Gbagada Lagos.

SUMMARY

An experienced account manager with a curious mind for innovation and technology. I have vast experience in managing clientele relationships and sales activities. I am currently on a career change path to becoming a full stack web developer and I am looking for internship and mentorship opportunities. I am skilled in HTML, CSS, JavaScript, Python, Bootstrap and Heroku. I have the flair for User Centered design to create great products.

Pangaea Holdings - Distribution Operations Manager (Remote)

May 2022 - Till Date

- Ensure the timely and successful delivery of products accordingly to the distributors
- Communicate clearly the progress of monthly/quarterly goals to partners.
- Build and maintain strong, long-lasting partner relationships
- Responsible for achieving assigned revenue targets/goals.
- Consistently surpassed all revenue targets whilst improving on distributor's satisfaction and channel efficiency.

Pangaea Holdings - Distribution Account Manager (Remote)

December 2020 - April 2022

- Responsible for the management of clientele accounts through the entire sales process, implementation and ongoing support
- Responsible for periodic forecasts and tracking of key account metrics
- Develop a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors
- Responsible for recognizing additional opportunities within existing accounts with the aim of improving on revenue
- Designed and implemented a workflow process to efficiently manage partner complaints, allowing for swift escalations within the distribution channel.

Oryx Computer Systems (W/A) - Account Manager, West Africa.

February 2015 - November 2019

- Meeting with client management to discuss and find out their new needs and requirement from our solution.
- Organizing and managing training session for super users and administrators
- Attending initial project meeting before project kick-off and creating project blueprints.
- Training of client's staff on the effective use of the SAP application.
- Manage customer complain messages and take the appropriate set to resolve their problems
- Handling Pre-sales meeting and Demos for new prospects and new sale opportunities.
- Offer support services to client and provide relevant solutions to enhance clients' productivity.
- Assist with high severity requests or issue escalations as needed
- Performance Management/experience

Oryx Computer Systems (W/A) - Support Consultant (SAP Solutions)

February 2014 - February 2015

- Effectively communicating and building consensus with clients
- Documenting current-state business processes and designing future-state processes
- Documenting implementation scope and design
- Defining and documenting requirements for software customizations and custom reports
- Manage customer complain messages and take the appropriate set to resolve their problems
- Managing customers' service requests, incidents and problems associated with SAP software through the use of SAP Solution Manager (SOLMAN)

EDUCATION

- Full Stack Web Developer - Code Institute Dublin, Ireland 2023
- Master of Science, Organizational Behaviour - University of Lagos. 2012
- Bachelor of Science, Business Administration - University of Lagos 2009
- Senior School Leaving Certificate - Mayflower Secondary School 2005
- Primary School Leaving Certificate - O&A Nursery & Primary School 1999

PROFESSIONAL QUALIFICATION

- Certification - Full Stack Web Developer In-view

COURSES AND TRAINING

- HTML & CSS Essentials. January 2022
- User Experience February 2022
- Comparative Programming Language Essentials (JavaScript & Python) April 2022
- Agile Development May 2022
- Bootstrap Framework July 2022
- Database Management September 2022
- Full Stack Framework December 2022
- E-commerce Application April 2023
- Search Engine Optimisation

GITHUB

- View my portfolio [@kiksgold](#)

SKILLS AND EXPERTISE

- HTML 5
- Cascading Style Sheets (CSS)
- User Interface & Experience
- JavaScript
- Django
- Key Account Management
- Python (Programming Language)
- Excellent Interpersonal Skills
- Leadership Skills
- Excellent Communication Skills
- Creative and Innovative

