

# BENNY IBEABUCHI

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## VISION

To achieve exceptional value addition and service to humanity.

## MISSION

To promote the environment for enterprise growth; improve operational efficiencies and maximum utilization of available resources; uphold best practices and promote synergies across organizational units and departments.

## CORE VALUES

Integrity, Ethics, Innovation, Creativity, Teamwork, Excellence and Continuous learning.

## Skills Profile

- Providing and implementing strategic administrative and operational directives across the business units.
- Strong organization, time management and prioritization skills.
- Experience overseeing multi-function teams
- Great negotiator with acute commercial awareness, comfortable selling on service
- Proven experience with new business, account and territory management and strong expertise in client relationship building at all management functions and levels.
- Experience with marketing abilities, efficiency and strong communication skill.
- Demonstration of good writing skills and creativity.
- Reliable team player, teachable and empathetic.
- Proven ability to work with little or no supervision.

## CAREER HIGHLIGHTS

### Partnership Lead

**Alpha Ubulus Cooperative Society Limited | | 2019 - June, 2023 | | Abuja, Nigeria**

- Lead contact for all prospective customers seeking loans and financial product advice.
- Identified product limitations with regards to its fit for the terrain, escalated to management and product design team and proposed solutions to ensure adaptability to the target clients.
- Identified and spearheaded bespoke partnership opportunities with relevant investors and stakeholders.
- Actively involved in the planning and execution of relevant business events for the organization.
- Tasked with supporting the marketing unit with brand awareness and launch of new products.
- Grew client base by 40% through the implementation of innovative growth strategies, upsell and cross-sell opportunities.

**Secretary to the Ambassador****Embassy of the State of Eritrea || 2009 – 2011 || Abuja, Nigeria**

- Participated in commercial events (dinners, exhibitions, etc.) within and outside the Embassy.
- Handling correspondences, collating reports, organizing & servicing meetings, filing & prioritizing workloads.
- Raised the profile of the Embassy through strong and consistent presence at the foreign Affairs commission, conferences and events.
- Facilitated quick delivery and collection of vital documents, while booking relevant appointments with his counterparts and all.

**Business Development Executive****Standard Alliance Life Assurance Company Ltd.|| 2007 – 2009 || Lagos, Nigeria**

- Identified, prospected and signed up potential customers and achieved 70% of annual prospectus quota.
- Initiated and spearheaded business development efforts in terms of increasing the clientele base and closed premium deals.
- Client projects and providing client feedback on areas of customization and delivery.
- Managed all marketing activities to ensure it aligned with the company's identified goals.

**Administrative Assistant****Mums & Widows Association [NGO] || 2001 - 2007 || Lagos, Nigeria**

- Assisted with organizing community fund raising programs and managing attendees, donations and sponsorship.
- Spearheaded event coordination from concept to promotion, while providing administrative support as required.
- Played active role in the content developing team and assisted in production of print materials for sponsorship request and press release.

**Academic Highlight****BSc. Chemistry Science**

Lagos State University, Nigeria.

**Relevant personal development trainings/Software Strengths**

\*CRM and Project management tools \*Business communications tools \*Superior Customer Care Service Training \*Data Management \*Essential Management Skills Training

**Corps Member**

National Youth Service Corps

**Medical Unit (Ifo Local Govt.Secretariat)**

**Reference:** Available on Request