

# KEZIA BORHA

---

Central Bedfordshire

[LinkedIn Profile](#)

Email: obehiborha@ymail.com

## CAREER OBJECTIVE

I am eager to apply my skills in strategic planning, data-driven decision-making, and client management to help a forward-thinking company succeed. I've been honing my technical expertise through learning SQL and completing a course in HTML, CSS, and JavaScript. With a commitment to lifelong learning, I actively seek opportunities for growth and thrive in dynamic environments. My quick adaptability, strong problem-solving abilities, and desire to support others make me a valuable asset to any team focused on employee growth, as well as success.

## EDUCATION

**BA International Development with Economics** - University of East Anglia,

Grade: 2:1

Roles: Treasurer, Natural Hair Society; Student Ambassador

- **Relevant Coursework:** Statistical Analysis, Economics of Development, Global Markets
- **2:1** in my dissertation on the effects of oil on *Nigerias Economy (Paradox of Plenty)*.

**A Levels** - St George's School

Subjects: Geography, Biology, Maths

**GCSEs** - The King's School

10 GCSEs A-C, (including Maths - Grade 7)

## WORK EXPERIENCE

**Business Development Executive (Trainee)** - Triple Point Investment Management, City of London: 09/2023 to 04/2024

- **Client Acquisition:** Successfully secured over 30 client meetings through proactive cold calls, resulting in a 15% increase in client engagement.
- **Relationship Management:** Managed and nurtured client relationships, fostering long-term engagement and enhancing client retention.
- **Market Analysis:** Conducted in-depth market analysis in the tax-efficient investment space, driving a 12% growth in onboarding new advisors in the South West within 6 months.
- **Operational Efficiency:** Analysed client operations to identify and implement efficiency improvements and solutions.
- **CRM Management:** Used CRM systems to keep accurate client data, resulting in more efficient client interactions and decision-making.
- **Regulatory Compliance:** Conducted AML checks and meticulously reviewed investor applications, ensuring thorough due diligence and adherence to compliance standards.

**Sales Intern** - Capital Group, City of London: 06/2022 to 08/2022

- **Data Analysis:** Collaborated with teams to gather and interpret market data, enhancing analytical capabilities.
- **Networking:** Cultivated diverse networks with associates and interns across departments, strengthening relationship-building skills.
- **Professional Development:** Acquired skills through workshops focused on integrity, communication, confidence, innovation, and curiosity.
- **Strategic Presentation:** Presented effective marketing strategies for introducing investing to young adults, improving persuasive communication abilities.
- **Industry Knowledge:** Broadened understanding of asset management, enhancing financial literacy and market awareness.

## **Assistant Team Leader - NCS, Learn by Design: 07/2019 to 08/2021**

- **Leadership & Mentorship:** Supervised and guided 15-30 youths (ages 15-17), promoting personal growth and teamwork.
- **Adaptability:** Transitioned the program to an online format in response to COVID-19, ensuring continuity and engagement.
- **Communication & Presentation:** Organised and led sessions, including debates and financial literacy workshops, enhancing participants' skills.
- **Project Management:** Developed organisational abilities while overseeing several group projects and fulfilling deadlines in a fast-paced environment.
- **Collaboration:** Worked with fellow leaders to create a memorable summer experience, fostering stakeholder engagement.

## **ACHIEVEMENTS & SKILLS**

- **SPSS Analysis** (2:1 Grade)
- **Stata Analysis** (1:1 Grade)
- **Advanced proficiency in Excel, Word, and PowerPoint**
- **Client Data Analysis** and reporting
- **Market Research**
- **Strong Presentation and Communication Skills**
- **Effective Team Collaboration** in cross-functional projects
- **Basic proficiency in Tableau** for data visualisation
- **Basic knowledge of HTML, CSS, and JavaScript**

## **CERTIFICATIONS**

- **Learning Excel 2019:** LinkedIn (Issued Sep 2019)
- **Bright Network Technology Academy:** Couch to Coder 2024 (HTML, CSS & Javascript)

## **INTERESTS**

- Avid netball player, currently co-captain for my local team
- Passionate baker
- Volunteering at church youth service