

Name: Simon Adedeji Alagbe  
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Telephone: +2349039967316  
Location: Nigeria

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## Headline:

Financial Market Consultant | Market Analyst | Business Development Manager | Crypto Enthusiast (30K connection limit)

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## Summary:

Agricultural Economist, Forex Trader, Crypto enthusiast and Financial Market Analyst. #Sales is my hobby

### Areas of Expertise:

- Market analysis
  - Financial analysis
  - Crypto Trading
  - Sales management
  - Statistics
  - Relationship management
  - Account administration
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## Positions:

Market Analyst and Trainer, Rally Trade, 2/2020

- Carrying out custom-made macroeconomic research on global, foreign exchange and commodity markets, creating daily and weekly contents for Rally Trade' clients.

- Contributing to the development of the Rally Trade Trading Signals tool to provide support and guidance for clients trading the foreign exchange markets.

Senior Account Manager (sales), Rally Trade, 1/2019 to 1/2020

- Develops new business, as well as maintaining previously established customer accounts.
- Build a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors.
- Negotiate contracts and close agreements to maximize profits.
- Work closely with internal departments to develop offering that fit customers' needs.

Marketing Analyst, TronClassic (TRXC), 5/2018 to 11/2019

TronClassic (TRXC) is an ERC20 token that serves as a social digital currency with all major social network to make the process of sending and receiving money rewarding for everyone.

Account Manager (Sales), Rally Trade, 9/2017 to 12/2018

- Performed market and valuation analysis on under-penetrated accounts and drove development of new customers.
  - Attained over 70% of my sales target in successive months.
  - Successfully completed the account management training program in minimally allotted time by leading class in advertising renewals, new ads, and other various sales metrics.
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Junior Account Manager (Sales), Rally Trade, 3/2017 to 8/2017

- Participated in sales cycle from prospecting to closing deals, forecasting, and strategic planning.
- Provided sales support to industrial customers across assigned market territories.

Graduate Internship, ForexTime (FXTM), 12/2016 to 1/2017

Contacting new leads on a daily basis for the purpose of converting them into active clients

Committed to meeting and exceeding stipulated sales target

Answering any sales related client on phone or email.

Providing clients with training on FOREX trade.

Developing and maintaining business relations with all types of partners .eg Introducing Brokers and Affiliates.

Updating sales CRM regularly and accurately as required by management

Building and maintaining strong, long-lasting customer relationships

Relationship Officer, Lafayette Microfinance Bank (a member of the Advans Group), 10/2015 to 6/2016

- Ensured conformity to entire Client Due Diligence (CDD) needs for prospective and existing clients.
- Strategically managed customer supporting campaign and marketing operations.

Economics Teacher, Victory Christian College Oluyole Estate, 9/2014 to 8/2015

Achieved 90% success rate in WAEC and NECO

Mathematics Teacher, GOVERNMENT DAY SENIOR SECONDARY SCHOOL, YONKO, Zing LG, 3/2013 to 2/2014

Industrial trainee, PYTP FARMS, faculty of Agriculture and Forestry, University of Ibadan, 10/2010 to 9/2011

Industrial training

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## Current Positions:

Market Analyst and Trainer, Rally Trade

- Carrying out custom-made macroeconomic research on global, foreign exchange and commodity markets, creating daily and weekly contents for Rally Trade' clients.
  - Contributing to the development of the Rally Trade Trading Signals tool to provide support and guidance for clients trading the foreign exchange markets.
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## Last Positions:

Senior Account Manager (sales), Rally Trade

- Develops new business, as well as maintaining previously established customer accounts.
  - Build a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors.
  - Negotiate contracts and close agreements to maximize profits.
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- Work closely with internal departments to develop offering that fit customers' needs.

Marketing Analyst,

TronClassic (TRXC) is an ERC20 token that serves as a social digital currency with all major social network to make the process of sending and receiving money rewarding for everyone.

Account Manager (Sales), Rally Trade

- Performed market and valuation analysis on under-penetrated accounts and drove development of new customers.
- Attained over 70% of my sales target in successive months.
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- Participated in sales cycle from prospecting to closing deals, forecasting, and strategic planning.
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Relationship Officer,

- Ensured conformity to entire Client Due Diligence (CDD) needs for prospective and existing clients.
- Strategically managed customer supporting campaign and marketing operations.

Economics Teacher,

Achieved 90% success rate in WAEC and NECO

Mathematics Teacher,

Industrial trainee,

Industrial training

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## Skills:

Financial Analysis,  
Market Analysis,  
Crypto Trading,

Research,  
Economics,  
Strategic Planning,  
Statistics,  
Analysis,  
Business Strategy,  
Curriculum Development,  
Credit,  
Higher Education,  
Agriculture,  
Rural Development,  
E-Learning,  
Banking,  
Curriculum Design,  
International Development,  
Data Analysis,  
Project Management,  
Project Planning,  
Agribusiness,  
Sustainable Agriculture,  
Loans,  
Credit Risk,  
Economic Development,  
Microsoft Office,  
PowerPoint,  
Microsoft Excel,  
Educational Technology,  
Microsoft Word,  
Teaching,  
Customer Service,  
Management,  
Educational Leadership,  
Staff Development,  
Tutoring,  
Leadership,  
Negotiation,  
problem solving,  
Teamwork,  
Capacity Building,  
Statistical tools,  
numeracy,

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## Publications:

Fuel Price Hike and Vulnerability of Households in Nigeria, //

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## Languages:

Yoruba, Native, English

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## Certifications:

HSE COMPETENCE LEVEL 2,  
Diploma in Customer Service,  
Introduction to Digital Currency,

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## Education:

M.SC, Digital Currency, University of Nicosia, Start Date 2020 End Date 2022  
B. Agric, Agricultural Economics, University of Ibadan, Start Date 2007 End Date 2012

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## Picture Urls:

[https://media-exp1.licdn.com/dms/image/C5603AQFzMyOm3AkNjg/profile-displayphoto-shrink\\_100\\_100/0?e=1599091200&v=beta&t=ifxhSjssDI8cY3kbL\\_Lajzv3hkmYntU4dm4qpBdMItc](https://media-exp1.licdn.com/dms/image/C5603AQFzMyOm3AkNjg/profile-displayphoto-shrink_100_100/0?e=1599091200&v=beta&t=ifxhSjssDI8cY3kbL_Lajzv3hkmYntU4dm4qpBdMItc)

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## Public Profile Url:

<https://www.linkedin.com/in/simon-alagbe>