

OBIOHA GODWIN

16, Ojuelegba Road, Surulere, Lagos.

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CAREER OBJECTIVE:

To gain suitable employment in an organization where my potential and latent qualities can be put to bear in order to fulfill the mission and vision of the company.

PERSONAL BIO-DATA:

Date of Birth: January 6th, 1982
State: Imo State
L.G.A.: Orlu
Sex: Male
Nationality: Nigeria.

EDUCATION:

FEDERAL UNIVERSITY OF TECHNOLOGY, OWERRI, 1997-2001
B. Tech (Hons) Agric Economics and Extension
(2nd Class Lower Division)
ALAKOTO HIGH SCHOOL, LAGOS. (S.S.C.E) 1991-1996

WORK EXPERIENCE

RELATIONSHIP OFFICER, STERLING BANK PLC. LAGOS. 2013 till date

Description:

Prospect for new and also maintain old accounts, communicate with customers at all levels to bank with us, make calls and visit potential clients, creating relationship to keep customers, gain market information, good customer service, monitor payments and account reconciliation, keep clients data base.

SUPERVISOR, GODDY AJAX ENTERPRISES, LAGOS. 2011-2012

Description:

Communicating with people at all levels and with other departments as needed to best serve the customers. Conduct sales and marketing calls to book meetings with potential clients. Skilled in consultative selling, negotiating contracts, built pricing opportunities to encourage repeat sales. Procure materials for production and coordinate operations to minimize waste. Outsource products to increase sales. Submit proposals to management for consideration and allocation of fund. Achieve a competitive edge effectively through follow up marketing materials, emails and calls until relationship is established. Gain market information through agents,

distributors and government agencies. Ensure prompt delivery of products in order to meet deadlines. Managed new accounts and keep client database.

SALES EXECUTIVE

2009-2011

THOMAS WYATT NIG. PLC, LAGOS.

Description:

Call and personally visit potential, new and existing customers to facilitate new business. Meeting sales goals and overall quality of service. Submit proposals and negotiate contract to increase sales. Monitor payments and account reconciliation.

ADMINISTRATIVE OFFICER

2004-2008

GODDY AJAX ENTREPRISES, LAGOS.

Description:

Filing of documents, keep clients data, managed all computer based information, arrange travels and accommodation.

TEACHER

2002-2003

**GOVERNMENT SECONDARY SCHOOL, MOKWA,
NIGER STATE. (NYSC).**

WORKSHOP AND SEMINAR ATTENDED WITH CERTIFICATE

- 1) Leadership and building effective marketing plans by British council of Nigeria.
- 2) Strategy for new businesses by British Council of Nigeria.
- 3) Health, Safety and Environment (HSE) Management appreciation course.

HOBBIES:

Always ready to learn new things, Writing, Reading and Traveling.

SKILLS:

Computer Skill (Microsoft, Excel, PowerPoint and Access), analytical skill, interpersonal skill, communication skill, leadership and motivational skills.

REFERENCES:

UGO ANYANWU
Sony Corporation
Victoria Island
08022218338

MR. BONA NWANYA
P.H.C.N
Lagos
08033221886