

CHINWE KALU MANG

Business Development Executive

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Personal Statement

I am an experienced Business Development Executive with a proven track record of increasing sales and building relationships at all levels with internal and external customers, consistently meeting and exceeding my targets whilst driving quality standards and customer satisfaction, through being resourceful, innovative and flexible.

Achievements

Best year end incremental growth in deposit 2015&2016 - Diamond Bank Plc, Lawanson Branch
Best Performing Direct Sales Executive 2016 - Diamond Bank Plc Lagos Central Region

Skills

Sales Management	Results driven
Business Management	Determination to set and achieve goals
Relationship Marketing	Highly organised
Resource Management	Ability to plan, priorities and organise work
Customer Relations	Full of initiative
Banking and Finance	Great relationship builder
Business writing and reporting	Effective communicator

WORK HISTORY

Business Development Executive

Zedvance Limited, Lagos State July 2017 - Present

- Profiling and getting clients for the company
- Following up on transactions
- Managing customers portfolios

Senior Sales Rep. (Direct Sales)

Diamond Bank Plc, Lagos State Dec 2014 - June 2017

- Coordination of the branch direct sales activities (Team Lead)
- Identifying, profiling and prospecting new-to-bank customers
- Deposit mobilization
- Managing customer requests and feedback to ensure customer satisfaction
- Reactivation of dormant and inactive accounts
- Profiling existing customers for risk asset (Credit cards, TOD and MSME facilities)
- Activation of existing customers on alternative delivery channels
- Optimally exploiting new and existing opportunities in the market
- Managing relationships with existing customers while identifying and establishing new ones
- Cross selling and up selling the bank's products

Assistant Teacher

National Youth Service Corp (NYSC), Delta State Aug 2011 - Sept 2012

- Developed schemes of work and lesson plans relating to the school guideline
- Taught students on how to use computer system and conducted group training sessions

- Provided a variety of learning materials and instructional resources for use in educational activities to meet students varying needs

EDUCATION

Abia State University, Nigeria

2006 - 2010

Bachelor of Arts in Mass Communication

TRAINING

Chartered Institute of Personnel Management

In-view

HubSpot Academy - Frictionless Sales Certified

September 2020

HubSpot Academy - Sales Enablement Certified

September 2020

INTEREST

Reading | Travelling | Meeting People | Learning new things

REFERENCE

Available on request