

# ARESONOR GLORIA ESEOSA

No 10 Alhaji Muibi Daramola Street, Off Platinum Way, Lekki, Lagos State.

Phone No: 08068792879

Email: [eseosaaresonor3@gmail.com](mailto:eseosaaresonor3@gmail.com)

## PROFILE:

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A Business Development professional with vast knowledge of the Oil and Gas industry and an endless drive to facilitate organizational growth and establish strategic, mutually beneficial partnerships and relationships with us customers and Client . Goal-oriented and commission-driven.

Core Strengths: Preparation of Tenders Bids, Negotiation of Contracts with clients, Customer Relationship, Organizational skill Vendor Selection, Vendor/Supplier Management, communication skills, Time-management skills, Technical and computer skills, Drive and self-motivation,

## PERSONAL DATA:

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**Sex:** Female  
**Date of Birth:** 21 December 1990  
**Marital Status:** Single  
**State of Origin:** Delta State.

## PROFESSIONAL CERTIFICATIONS

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- Store Keeping and Warehouse Management. – Oil and Gas Training Institute (2020)
- ISO 9001: 2015 Lead Auditor Quality Management System. (2020)
- HSE Level 1,2,3 – Oil and Gas Training Institute (2020)
- Supply Chain Management (2020)

## EXCEPTIONAL CAREER ACHIEVEMENTS

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- Facilitated the closure of 3 million Dollars procurement contract “OCTGs, flanges, valve sensors, compressors” for Shell (while at **ABNL**)
- Facilitated the closure of 2 million Dollars procurement contract “cavity pump, compressors” for Total (while at **ABNL**)
- Facilitated the manpower supply to ExxonMobil for 1 million dollars. (while at **Dover Energy**)
- Provided technical personnel with specialised skillset for ExxonMobil. (while at **Dover Energy**)
- Facilitated the procurement and supply of marine vessel parts containers, Ford parts, for ExxonMobil (while at **Dover Energy**)
- Closed a 50,000 dollars procurement deal for Valves, Flanges etc for Total (**Rit Beulah**)

## EDUCATIONAL BACKGROUND

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University of Port-Harcourt, Rivers State.

**B. Arts Linguistics & Commercial Studies (Second Class Honours)**  
**2008-2012**

Demonstration Secondary School, Warri

**Senior Secondary School Certificate (WASCE)**

**2001-2006**

## WORK EXPERIENCE

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**Rit-Beulah Engineering services, Lekki, Lagos State.**

Feb 2021 till Date

**Role:** Business Development and Procurement Executive.

**Responsibilities:**

- Setting goals and developing plans for business and revenue growth
- Researching, planning, and implementing new target market initiatives
- Researching prospective accounts in target markets
- Pursuing leads and moving them through the sales cycle
- Developing quotes and proposals for prospective clients
- Setting goals for the business development team and developing strategies to meet those goals

- Training business development staff
- Attending conferences and industry events
- Preparing Tenders and submitting same for approval to regulatory agencies & clients.
- Researching and evaluating prospective suppliers.
- Preparing budgets, cost analyses and reports.

### **Petrogap, Oil and Gas, Victoria Island, Lagos State**

**Role:** Business Development Assistant Manager.

**FEB 2020 - JAN 2021**

#### **Responsibilities:**

- Fully involved with the business acquisition process through collaboration and innovation to create value for new and Continuous customer engagement and relationship building to facilitate business growth;
- Carried out detailed product awareness, sales of products, services and contracts;
- Identified sales leads, pitched goods and services to new clients including client relationship management;
- Followed up with new business opportunities and setting up meetings with old and new clients.
- Prepared and submitted Tender / RFQ for competitive bid.

### **ABNL LIMITED, Rivers State**

**Role:** Business Development & Procurement Analyst

**Feb 2017- Feb 2020**

#### **Responsibilities:**

- Active team lead and department coordinator; Coordinated and tracked all activities from lead identification and tender generation till cycle closure;
- Established and maintained business relationships with key personnel across various departments (contracts and procurement, maintenance, etc) in assigned accounts;
- Ensured a successful and timely delivery of products and services to assigned accounts according to their specifications;
- Arranged weekly visits to each customer to follow up on business including timely visit reports;
- Ensured client visits were pre-planned and well prepared prior to each visit.

### **Dover Energy Limited, Rivers State.**

**Role:** Senior Business Development & Procurement Executive

**Jan 2016 - Feb 2017**

#### **Responsibilities:**

- Managed Business development activities to ensure growth of the company;
- Received and responded to requests for quotes (RFQ);
- Communicated company needs with suppliers and negotiated supply contracts with various IOCs;
- Directed and coordinated activities of personnel engaged in buying, selling, and distributing materials and equipment;
- Promoted the company services including product offerings, its competitive advantage and after-sales support services;
- Followed up on market activity and developed a thorough understanding of major players/competitors in the industry

### **MTN Nigeria, Rivers State.**

**Role:** Product Marketer/ Analyst

**Jan 2015 - Jan 2016**

#### **Responsibilities:**

- Implemented & monitored market campaigns for new and existing products
- Provided excellent after sales services; and maintained high quality product analyses and resolved customer complaints, queries, issues & problems.
- Effectively managed product advertisement and awareness event.
- Assisted in improving product market penetration by 26%.

### **Ministry of Youth & Transport, Rivers State.**

**Role:** Office Manager

**Feb 2013- Feb 2014**

## **Responsibilities:**

- Record office expenditure and manage the budget
- Organise the office layout and maintain supplies of stationery and equipment
- Maintain the condition of the office and arrange for necessary repairs
- Organise and chair meetings with staff - in lower-paid roles this may include typing the agenda and taking minutes, but senior managers usually have an administrative assistant to do this

## **SKILLS**

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### **Core:**

- Procurement Skills
- Sales and Marketing Skills
- Business Writing Skills
- Project Management Skills
- Proposal and Report writing skills
- Negotiation Skills
- Proficient in Microsoft Office Applications: Ms-Word, Ms-Excel, Ms -Access, Power Point,
- Communication skills
- Customer relationships skills.

## **HOBBIES**

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Writing, Reading, singing, swimming and making new friends.

## **REFEREES**

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- **ORIYOMI OGUNTUYO**  
Executive Director Sethone Ltd  
08038120118
- **Engineer Ameh Adole Idoko**  
Project Maintenance Engineer  
08061659492