

# CHINONSO E. ORIH

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## CAREER OBJECTIVES

I seek to work in an organization where I can leverage my knowledge and skills to contribute to business growth, where growth, versatility, optimum performance, and career development is part of the culture of the company. I am endowed with the ability to grasp new concepts swiftly and adapt to changing business needs.

## CORE COMPETENCIES

- Human Resources
- Administrative Skills
- Problem Solving Abilities
- Critical and Analytical Thinking
- Marketing & Sales
- Microsoft office skills
- Presentations & Reporting
- Networking Abilities
- Customer Relationship Management
- Interpersonal Skills
- Communication Skills
- Organizational & Adaptability Skills

## PROFESSIONAL EXPERIENCE

PAGE FINANCIALS, Lekki, Lagos state

April, 2021 – till date

### **Associate – Senior Business Development Advisor**

- Achieved up to 120% of monthly sales target from inception till date by consistently selling to oil & gas, loans and bringing in big ticket transactions to the organization.
- Collaborate with sales team to develop sales forecasts and client delivery schedules.
- Identify prospective customers, lead generation and conversion.
- Contact new and existing customers to discuss needs.
- Present weekly reports to the Profit Centre Manager (PCM).
- Managed a team of seven.

PAGE FINANCIALS, Ikoyi, Lagos state

2019 - 2020

### **Analyst – Business Development Advisor**

- Achieved up to 150% of monthly sales target from inception till date by consistently selling to oil & gas, loans and bringing in big ticket transactions to the organization.
- Designed and analyzed sales research and financial data, in close collaboration with the company's sales team.
- Organize and coordinate sales representative's schedules.
- Research potential leads from business directories, web searches, or digital resources.

PAGE FINANCIALS, Ikoyi, Lagos state

2019 - 2019

### **Supervisor – Business Development Officer**

- Achieved up to 160% of monthly sales target from inception till date by consistently selling to oil & gas, loans and bringing in big ticket transactions to the organization.

- Managed all aspects of business/personal lending documentation including kyc, process flows, requirement specifications, and business rules.
- Managed and supervised a team of three DSAs.

PAGE FINANCIALS, Ikoyi, Lagos state

2018 - 2019

**Direct Sales Agent – Junior Business Development Officer**

- Achieved up to 180% of monthly sales target from inception till date by consistently selling loans and bringing in big ticket transactions to the organization.
- Ability to reach out to clients by visiting, cold calling and sending SMS and emails.
- Attending trade shows and other industry-related events.
- Preparing sales proposals for potential buyers.

KINGDOM AQUARIUM & FISHERIES LTD, Ejigbo, Lagos state

2017-2018

**Administrative Officer**

- Supervised and monitored the large construction project of the building edifice involved in the rearing and development of aquarium and fishery activities.
- Oversaw the installation of fishery equipment of more than 20 machines that resulted to the production of fish foods.
- Ensured the safe and quick delivery of over 1,000 modern large fishponds.
- Managed all aspects of administration by constantly providing administrative support, maintenance and as well as updating company’s database through organizing a filing system for important and confidential company’s document.

NATIONAL YOUTH SERVICE CORPS (NYSC), Ogbesudu, Delta state  
(Ogbesudu Secondary School)

2016 - 2017

**Educator**

- Mentored and educated students on effective note writing and reading skills.
- Initiated system of analysing student’s academic performance.
- Assisted in administrative duties, such as tutoring and grading.

ENTERPRISE BANK LTD, Onitsha, Anambra state

2011

**Intern – Marketing**

- Worked in a team to drive profitable operations thereby growing sales through reactivation of dormant accounts, opening of new ones, and mobilizing of deposits.

**EDUCATION & AFFILIATION**

**Higher National Diploma in Public Administration, ABIA STATE POLYTECHNIC ABA**

2014

**Senior School Certificate Examination, DENNIS MEMORIAL GRAMMAR SCHOOL ONITSHA**

2008

**Member, CHARTERED INSTITUTE OF LOCAL GOVERNMENT AND PUBLIC ADMINISTRATION OF NIGERIA  
(CILGPAN)**

### **CERTIFICATION AND TRAINING**

- One Big Pie Consulting Limited                      The Art of Selling    2021
- Chartered Institute of Personnel                      Human Resource    (In view)  
  Management
- School for Personal Leadership                      Personal Leadership and    2017  
  (SPL)    Entrepreneurial Development
- Chartered Institute of Local                      Public Administration    2016  
  Government and Public  
  Administration of Nigeria.

### **ACCOMPLISHMENTS**

Awarded the top sales performer for the 1<sup>st</sup> quarter 2021 and the month March 2022.

### **INTERESTS**

Online Research | Networking | Reading | Travelling

### **REFERENCE**

Available upon request