**ONYIBOR** **NNAEMEKA EMMANUEL**

 ***No. 5 stepping stone close, Satellite Town Lagos State.***

**Mobile: 07037909053 Email:** **devonemeka@gmail.com**

**Objective statement**

To work with a pace developing establishment and departments, providing an avenue for me to be productive in my professional career. I am a focused and articulate individual, who possess a friendly and personable approach, along with strong time management skills and a real thirst to succeed.

**EDUCATIONAL QUALIFICATION WITH DATE**

**2010-2014:** B.Agricultural Economics

 University of Agriculture Makurdi, Benue state

**June 2009- DEC 2009:** Certificate in Computer Training

 John Bed Computer School, Oji-River Enugu state.

**2007-2009:** National Diploma in Cooperative Studies

 Federal cooperative college, Oji-river Enugu state.

**1998-2004:** Senior School Certificate Exam (SSCE)

 Christ The King College Onitsha, Anambra state.

**1993-1998:** First School Leaving Certificate

 Learning Field International School, Onitsha.

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**RELEVANT CAREER EXPERIENCE**

**Stanbic Ibtc Asset Management (June 2019 - present)**

1319 Karimu Ikotun, Victoria island, Lagos state

**Wealth representative**

**Duties and responsibilities.**

* Proffering investment solution and advisory services to the teeming customers.
* Conducting market research to identify target prospect, selling possibilities and evaluation of customer needs.
* Initiating and instigating sales in private, joint and corporate investors.
* Maintain a good customer relationship with the customers.
* Upholding and adhering to the core values of the organization.
* Prepare and deliver appropriate presentations on products and services.

**Achievement**

* Successfully managed the teeming customers through cohesive customer relationship management.
* High success conversion ratio of potential investors obtained through referrals.
* Strategically instigated sales both in volume and liability, through the proper profiling of the potential investors to match their investment objectives.
* Strategically put in place, an excellent referral network, which was largely established through the customer relationship management.

**Stanbic Ibtc Bank (Yinka Folawiyo Plaza, Apapa Lagos) Dec 2017–May 2019**

**Sales Executive/ Personal Banking**

**Duties and responsibilities**

* Responsible for the opening and relationship management of new customers.
* Ensure that the customer profile, falls within the focus segment i.e. SME or Silver.
* Ensure accuracy of all bank forms and documents executed by the customer.
* Update call memo on a daily basis.
* Ensure assigned sales target and budget are met.
* Participate in tactical sales/marketing activities.
* Proffering financial solution and advisory services to the customers under the personal banking.
* Initiating and instigating sales in private, corporate and SME firms.
* Maintain a good customer relationship with the customers.
* Upholding and adhering to the core values of the bank.

**Achievement**

* Successfully managed the teeming customers through cohesive on boarding and steadily been in contact with the customers.
* Strategically instigated sales both in volume and liability by devising a good marketing plan that captures the financial demands of the Apapa vicinity and beyond.

**National Youth Service Corp (NYSC) Oct. 2015- Oct.2016**

**Teacher**

**Duties and responsibilities**:

* Teaching with the designated subject areas.
* Actively involved in curriculum review and development.
* Preparing class notes, teaching aids and delivering of lessons and tutorials.
* Supervising the student notes, marking, and recording, preparing broad sheets for students CAs, results and marks.

**Achievement**

* Successfully managed the students, ensured timely delivery of lessons and preparing the students for SSCE.
* PPA Community services
* Volunteer and assisting with humanitarian functions
* Routine health awareness in rural communities especially on HIV and Aids among the students and people of the designated area of primary assignment.

**Association and Positions Held**

**2014 till date:** Member, Association of Agricultural Economics and Extension (in view)

**2012-2013:** General Secretary, Department of Agricultural Economics students Association (UAM)

**2012-2013:** President Awka-North students Association (UAM)

**Personal Skills and Ability**

* Ability to learn fast and adapt to new conditions.
* Goal oriented, excellent organizational skills and highly analytical.
* Ability to face challenging tasks with courage.

**Interest**

Meeting people, travelling, reading and exploring new things.

**REFEREES- available upon request**