**AFUDOZA GARRICKS EZERIBE**

6, Monimar Harry Close, Ada George, Port Harcourt, Rivers State.

Email: afudozagarricks@gmail.com,

Telephone: 07081084214

**PROFILE SUMMARY**

A highly skilled and proficient Sales Professional with close to a decade’s experience of closing major deals and driving major growth in the Fintech and Edtech industry having the capacity to deliver exceptional value in any world-class organization.

**KEY AREAS OF EXPERIENCE AND COMPETENCE**

* Fintech
* Growth hacking
* Agency Banking
* Business Development
* SaaS
* FaaS
* ICT
* Team Building
* Edtech
* B2B

**WORK EXPERIENCE**

**ULesson Education Limited**. Feb, 2022 till date

**Responsibilities**

* Report directly to the Sales Manager.
* Proactively sell Ulesson to learners and their parents through schools, organizations and other viable clusters.
* Actively sort out new sales opportunities through cold calling, networking, and referral-based strategies.
* Manage relationships with a network of stakeholders (schools, teachers, community leads etc.) in a territory defined and agreed by the company.
* Develop and submit comprehensive proposals based on assessed needs of potential clients.
* Compiling and presenting sales reports.

***Impact & Results:***

* Growing a poor developed territory to the best performing territory
* Signing up schools with large student database
* Exceeding quarterly target by 25%

**Organization:** Edves Nig. LTD (Edves Suite – School Software) July 2018 to Feb 2022

**Position:** Channel Partner Manager

***Responsibilities:***

* + - Report directly to the Chief Operation Officer.
    - Sell products, develop & maintain relationship with existing/prospective clients. Develop and maintain goldilocks sales pipeline database.
    - Identify and pursue sustainable partnerships.
    - Signup and manage channel partners in assigned territories.
    - Attend and organize product exhibitions to convince prospective clients of product uniqueness.
    - Determining prospective clients’ business requirements.

***Impact & Results:***

* + Closing up to 40 major deals per quarter of Generating N20,000,000 per quarter
  + Effectively supervising sales Nigeria, Ghana and Zimbabwe

**Organization:** Interswitch Financial Inclusion Services August 2017 – July 2018

**Position:** Business Support Partner

***Responsibilities:***

* Recruiting Agents.
* Providing adequate and timely support to Agents.
* Analyzing agents’ performance.
* Responsible for prompt configuration, development, re-deployment or retrieval of POS terminal where necessary.
* Strategizing on best method to meet/exceed target performance.

***Impact & Results:***

* Increased territory sales from less than 1 billion to 2.3 billion within one year.
* Exceeding quota by 12% in 2017.
* Ranked as # 1 business support partner out of 10 in 2017.
* Fostered a robust, sustainable network of agents in Rivers, Bayelsa, Abia and Imo state leveraging strong listening, presentation and closing skills to optimize sales results despite previously dominant competitor advantage.
* Demonstrated an unwavering commitment to customer service, adding new customers while maintaining premium service levels with existing accounts.

**Organization:** Pagatech Limited (Paga) June 2012 – 2017

**Position:** Business Developer/Field Supervisor

***Responsibilities:***

* Supervised Business Developers.
* Strategized and developed workable plans to achieve BD’s KPI.
* Analyzed agents’ network sales
* Built models to support and boost agents’ network sales.
* Negotiated with prospective clients.
* Recruited, trained, monitored and managed agents.
* Attended to agents and customers.
* Solved problems related to transactions at agents’ outlets.

***Impact & Results:***

* + Surpassed sales goals by 6%.
  + Recognized for superior performance as a two-time regional “team of the year” honoree.
  + Increased sales of company agents from 1 to 798.

**Organization:** Ministry of Commerce and Industry 2010 – 2011

**Position:** Assistant Secretary (Hon Commissioner’s Office)

***Responsibilities:***

* Filling of documents.
* Typing of letters and minutes.
* Sorting and documentation of data.

**Organization:** Marine Cargo Int’l LTD 2008 – 2010

**Position:** Sales Representative

***Responsibilities:***

* Attended to customers and assisted in sales.
* Organized seminars to create awareness and promote sales in the company.
* Budgeting, management, monitoring & implementation.
* Ordering of new products and taking stock.
* Report to store manager.

**Organization:** Marine Cargo Int’l LTD January – August 2008

# Position: Secretary

# Responsibilities:

* Communicated Board decision to Management.
* Obtained Board’s approval on matters that are reserved for the Directors before implementation.
  + - Filing of documents.
    - Typing of letters and minutes.
    - Sorting and documentation of data.
    - Ensured that board meetings followed standard.
    - Prepared rig inspection report and submitting to clients.
    - Attended and took minutes of the meeting of board and committees.
    - Handled other administrative functions referred to me by the Board.

**CONTRACT EMPLOYMENT**

**Organization:** Branchless Innovation Limited (Formerly Cash234) September – November 2019

**Position:** Head of Sales (Agency Banking)

***Responsibilities:***

* Built the agent network across the region.
* Ensures all set targets (revenue and transaction value) were met.
* Built the most active bank agent network across all zones in the company.
* Developed sales strategies.
* Acquired Agents and Merchants
* Ensured all deliverables were met.

# Impact & Results:

* Developed and expanded agent network across South-South.
* Ensured region met expected NOR (Net Operating Revenue).
* Met and exceeded sales target in the region.
* I grew transaction value from N50,000,000 to over N200,000,000 within 3 months despite few POS terminals available.
* I grew individual agent’s performance from N100,000 daily average transaction to over N600,000 naira.
* Increased sales by over 35%.
* Building business from scratch by identifying prospects and building solid clients relationships.

**TRAINING.**

* B2B Sales Master Class – Udemy 2022
* Sales Leadership Training – Sale Ruby, Lagos 2019
* Sales Training Skills – Tammy Consulting Nig. Ltd. Port Harcourt 2016
* Effective Sales Skill – Glowinkowski International (3e Performance) Lagos 2013
* Empowerment Training (IT) – Zignal Information Technology Centre, Port Harcourt 2011
* Diploma in Website Design – Shepherd Field Computer School, Abakaliki, Ebonyi State 2011
* Entrepreneurship Development Training – CBN/NDE/NYSC Abuja 2010
* Certificate in Computer Studies – Liberation Power Ministry, Port Harcourt 2004

**EDUCATION & QUALIFICATIONS**

* Eastern Computer Education, Abakaliki, Ebonyi State 2011

**HND (Electronics Administration)**

* Eastern Computer Education, Abakaliki, Ebonyi State 2011

**Diploma in Database Administration**

* University of Science and Technology, Port Harcourt 2008

**B.Sc. Computer Science**

* Community Comprehensive school, Okporowo 2000

**S.S.C.E**

**[**

**SKILLS & ATTRIBUTES**

* Thoroughness in all activities handled.
* Effective Communicator
* Ready to accept challenges.
* Commitment to work.
* Good inter-personal relationship.
* Negotiation skill.
* Research and development skill.
* Good track record of

Microsoft office suite.

* A good team player.
* Database (SQL, ACCESS) and web design.
* People Management
* Analytical Skill
* Customer Service
* Problem Solving
* Acquisition Integration
* Ability to work effectively under pressure and without supervision.

**PERSONAL INFORMATION**

* Gender: Female
* LGA: Ahoada West
* Date of birth: 10th October,1984
* Marital Status: Married
* State of Origin: Rivers State

**REFERENCES**

* To be provided on request.