

EKEMINI ITEK

PERSONAL INFORMATION

Date of birth: 12th August 1985

State of Origin: Akwa Ibom

Email: ekeminiitek@yahoo.com

Phone Number: 08036661084

Objective: To work with an organization at management level to help transform business development and sales helping the company make sales while being always profitable.

EDUCATIONAL QUALIFICATIONS

2002 – 2006	University of Abuja, Gwagwalada B.A. English Language
2001 – 2002	University of Abuja Diploma in Law
1993 – 1998	Federal Government Girls' College, Calabar

WORK EXPERIENCE

January 2019 – Date UK Dion Investment Limited Port Harcourt

UK Dion Investment is a non-banking financial institution. I work as a business development executive. My job role is to mobilize deposits and relationship management.

November 2015 – December 2018 M – R International Nigeria limited. Port Harcourt

M – R International is a software development and an ICT training Company. I worked in the capacity of Marketing Manager. I oversaw budgets and targets, making sure my team are productive and profitable.

August 2015 – September 2015 ARM Insurance Plc. Port Harcourt

My job description was that of team lead. I was tasked with the responsibility of managing my DSAs (Direct Sales Agents) to meet targets attached to our team.

May 2014 – August 2015 First Veritas Educational content Delivery. Port Harcourt.

First Veritas is an Education books publisher. I worked as a Business development executive, reporting to the regional manager. The job description entailed developing relationships with various schools to supply the required textbooks.

January 2010 – March 2014 Loss Control Limited. Abuja/Lagos

Loss Control is an arm of Kings Guards Nigeria Limited. While the parent company, Kings Guards deals with security personnel, Loss Control deals with technological security equipment such as CCTV cameras, Emergency response, metal detectors etc. The job entailed sourcing for clients to purchase our products. I started with the Abuja office and was later transferred to Lagos.

August 2008 – December 2010 Skye Bank plc. Abuja

I worked a business development, retail. I was tasked with opening retail accounts, handling personal loans and all matters as it relates to retail banking.

TRAININGS/CERTIFICATIONS

- CERTIFICATE OF PARTICIPATION: DALE & PARKER CONSULTING
Professional Selling and Marketing Skills 16th – 17th July 2008
- CERTIFICATE OF PARTICIPATION: FITC
Comprehensive Basic Banking 22nd – 25th July 2008
- IN HOUSE TRAINING PROGRAMME CERTIFICATE:
Intensive Training Programme Entry Level, Skye Bank PLC 2nd June – 2nd August 2008
- CERTIFICATE IN SOCIAL MEDIA MARKETING
8th August 2012 – 11th September 2012

SKILLS

- I am extremely good at networking. I am very good with cold calling and developing sustainable business relationships.
- I am very conversant with product advertising, product launching processes and sales.
- I am adept at carrying out market research, finding out about market trends, industry trends, competitive edge etc.

- I work very well under pressure.
- I can work with little or no supervision.
- I have excellent communication skills. I am good at making presentations and public speaking.
- I am very good with social media marketing. I understand very well how to use social media to create visibility and make sales.
- I am self-motivated and goal oriented. I am very focused in achieving all targets.