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BUSINESS DEVELOPMENT MANAGER

Innovative Research and Business Development Manager with over 7 years' experience in converting sales/partners leads and managing multiple accounts. Highly skilled in forecasting, project management and strategic planning with exceptional communication abilities. Thorough in monitoring trends and capitalizing on emerging opportunities.

KEY COMPETENCIES

- Microsoft Office Suite
- Power BI
- Research and Strategy
- Key Performance Indicator (KPI) management
- Sale Cycle Management
- Partnership Management
- Project Management
- Business Communication
- Negotiation
- Account Management
- CRM Software Utilization
- People Management

PROFESSIONAL EXPERIENCE

Seamfix Limited

Mar 2024 - Present

Business Development Manager

- Responsible for the growth of an arm of the company business in terms of volumes and revenue.
- Researching, planning, and implementing new target market initiatives.
- Researching prospective accounts in target markets.
- Pursuing leads and moving them through the sales cycle.
- Reported on team performance to higher leadership, proactively offering action for areas of improvement.
- Developed and implemented strategic processes for improved productivity and profitability.
- Leveraged market and competitor data to identify market opportunities and gaps.
- Conducted market research to understand customer base and enhance products.
- Advised clients on optimum mix of products and distribution channels for greatest success.
- Developed marketing plans to support department strategies.

COURE Software and Systems Ltd.

Sep 2023 - Mar 2024

Team Lead, Business Development

- Management of three (Sales, Partnerships and Marketing) functional remote teams.
- Setting of department goals and strategies.
- Researching, planning, and implementing new target market initiatives.
- Researching prospective accounts in target markets.
- Pursuing leads and moving them through the sales cycle.
- Monitored staff performance levels, implementing necessary changes to improve productivity and meet targets.
- Developed and implemented strategic processes for improved productivity and profitability.
- Reported on team performance to higher leadership, proactively offering action for areas of improvement.
- Leveraged market and competitor data to identify market opportunities and gaps.
- Networked with media and PR professionals to build campaign reach.
- Conducted market research to understand customer base and enhance products.
- Advised clients on optimum mix of products and distribution channels for greatest success.
- Developed marketing plans to support department strategies.

COURE Software and Systems Ltd.**Team Lead, Sales and Partnerships****Sep 2022 - Aug 2023**

- Systems Ltd Management of two (Sales and Partner Relations) functional remote teams.
- Setting of department goals and strategies.
- Researching, planning, and implementing new target market initiatives.
- Researching prospective accounts in target markets.
- Pursuing leads and moving them through the sales cycle.
- Monitored staff performance levels, implementing necessary changes to improve productivity and meet targets.
- Developed and implemented strategic processes for improved productivity and profitability.
- Reported on team performance to higher leadership, proactively offering action for areas of improvement.

COURE Software and Systems Ltd.**Partner Relations Associate****Jan 2022 - Aug 2022**

- Signed two of the major telecommunication companies in Nigeria as our Partner.
- Developing and sustaining solid relationships with company stakeholders and partners.
- Analyzing partner feedback data to determine whether partners are satisfied with company products and services.
- Providing insight into product development and competitive positioning.
- Analyzing financial data and developing effective strategies to reduce business costs and increase company profits.
- Conducting market research to identify new business opportunities.
- Collaborating with company executives to determine the most viable, cost- effective approach to pursue new business opportunities.
- Meeting with potential partners to present company offerings and negotiate business deals.

Food Concepts Plc**Business Development Analyst****Jan 2020 - Jan 2022**

- Interpret data, analyze results using statistical techniques and provide ongoing reports.
- Data cleaning, analysis and filtering by reviewing computer reports.
- Profit and Loss report generation and analysis using Microsoft Excel.
- Reported on complex data insights to guide strategic planning.
- Identified trends, patterns and insights through masterful statistical analysis and data visualization.
- Communicated with staff at all organizational levels to assess current systems.
- Located deviations from standard operating procedures, understanding causes and preventing reoccurrence.
- Drafted procedure manuals, work definitions and standard operating procedures by job title or work area.

Polaris Consulting Company Ltd**Business Development Executive****Oct 2015 - Apr 2019**

- Research the market for identifying new business opportunities.
- Explain prospective clients about the advantages of the products or services offered and follow up with them to close the business deals.
- Develop business proposals for new and existing customers.
- Maintain a knowledge repository of clients, referrals, RFPs, prospects, and presentations.
- Develop strong customer relationships to generate high volume of prospective clients.
- Manage customer calls and appointments effectively for new opportunities and respond to the client queries regarding the products in a timely fashion.
- Participate in industry forums, client discussions, and conferences as a representative of the organization.

EDUCATION & CERTIFICATIONS

BSc. Geoinformatics and Surveying	2015	Key Account Management	2022
University of Nigeria Nsukka.		LinkedIn Learning	
MSc. Geoinformatics and Surveying	In View	Account Management	2022
University of Lagos.		Udemy	
Mastering Business Development	2023	Scrum: Advanced	2022
Udemy		LinkedIn Learning	
Key Account Management	2022	Project Management	2016
Udemy		Cognate Skill Acquisition	
Developing Business Partnerships	2022		
Udemy			
Scrum: The Basics	2022		
LinkedIn Learning			

REFERENCES

On Request