

# STEPHANIE CHIDELUO

## CONTACT

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## OBJECTIVE

I am a result-driven client specialist with experience in identifying business development, growth opportunities and driving revenue in diverse industries. Seeking to leverage expertise in market analysis, relationship building, and strategic planning to enhance business growth and strengthen client partnerships. Committed to delivering innovative solutions and achieving sales targets while contributing to the overall success of the organization.

## SKILLS

- Business Analysis
- Brand Management
- Digital Marketing
- Social media network
- Proficient in Proposal Writing
- Proficient using Microsoft office
- Proficient using Microsoft Power apps
- Proficient using Slack
- Proficient using Canvas
- Proficient using Asana
- Google Suite
- Communication Skills
- Problem-Solving
- Project Management
- Cultural Sensitivity
- Compliance Knowledge

## EXPERIENCE

### 🏠 HomeEasy Brokerage (Remote)

April 2022 - August 2024

Client Service Specialist

I gather client requirements and insights to craft tailored proposals that effectively communicate the value of services offered, ensuring alignment with client needs and expectations. Developing and executing marketing strategies that promote the brand's image, engaging with clients to gather feedback and enhance brand loyalty while ensuring consistent messaging across all platforms.

Using Microsoft Dynamics to manage client data, generate reports, and analyze performance metrics, providing insights to improve client service strategies.

Develop and deliver training sessions for clients on how to effectively use our apps to better enhance their understanding and utilization of the tools.

### 🏠 Prudential Zenith Life Insurance ( Zenith Bank)

February 2021 - March 2022

Business Development Officer

Conducting thorough market research to identify trends, customer needs, and competitive landscapes to inform business strategies.

Working closely with cross-functional teams to compile necessary data and ensure proposals are comprehensive and accurate.

Prepare and present proposals to clients, articulating key benefits and differentiators to secure buy-in and approval. Building and maintaining relationships with existing clients and prospects to foster loyalty and expand the client base.

Identifying and pursuing strategic partnerships with other businesses, brokers, or organizations to enhance service offerings and drive growth.

Developing and implementing effective sales strategies and campaigns to meet company growth targets and increase market penetration.

### 🏠 St David Investments

July 2017 - November 2020

Technical Customer Support

Gather client feedback on the applications and services provided, collaborating with technical teams to implement improvements and enhancements based on user input. Identifying opportunities for automating workflows and processes using Power Apps and Dynamics, helping clients streamline operations and reduce manual tasks.

Assist clients in integrating Microsoft Dynamics with other business systems and applications, ensuring seamless data flow and enhanced functionality across platforms.

Maintaining weekly sales target, through engaging clients on our products and see

## EDUCATION

### 🏠 National Open University of Nigeria

February 2020

Mathematics and Computer science  
Second Class Upper

### 🏠 E-learning College (UK)

October 2019

Risk Management  
Very Good

### 🏠 E-learning College (UK)

December 2019

Project Management  
Very Good

### 🏠 ALX Africa

November 2022

Virtual Assistant  
Excellent