

ABAJEMITO MICHAEL GBENGA

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PROFESSIONAL SUMMARY

Strategic and result driven professional with Ten (10) years of experience in Data Analysis within the Technology and financial Industry. Proven track record of driving revenue growth, building strategic business partnerships and expanding market presence. Skilled in identifying new business opportunities, developing innovative and growth strategies and executing sales initiatives. Possess business analytics skills, adept negotiation skills, strong leadership abilities while building and leading high-performing teams. Passionate about driving organization success through fostering innovation, developing and implementing effective growth strategies and initiatives. I look forward to join a steadfast organization which offers job satisfaction and professionalism while contributing to the corporate growth and development of the organization.

SKILLS AND COMPETENCIES

Market Analysis	Talent Management
Business and Data Analysis	Corporate Communication and Presentation
Critical Thinking	HTML, Java Script, Microsoft SQL, SPSS
Customer Relationship Management	Sales and Negotiation
Strategic Partnership and Alliance	Account Auditing& Call over
Territory Growth and Development	Research & Proposal Development
Project Management	Attention to Details
Account & Finance	Digital Marketing
MS Office (Word, Excel, Powerpoint, Access, Publisher, Adobe PageMaker, CorelDraw, PeachTree)	

CERTIFICATIONS AND AFFILIATIONS

2010 - Basic Management (NIM)	Nigerian Institute of Management
2012 – Project Management: Diploma	Alison Training Institute
2015 – Health, Safety and Environment (HSE)	Safeguard Resources and Technology Ltd, Rivers

EDUCATION

2022 Rivers State University, Rivers State, Nigeria
Masters of Science (MSc) International Economic & Finance

2009 University of Ilorin, Ilorin, Kwara State, Nigeria
Bachelors of Science (BSc) Economics

2004 University of Jos, Plateau State, Nigeria
Diploma (Accounting)

WORK EXPERIENCE

Sagamy Technologies Nigerian Limited, Port-Harcourt, Rivers State, Nigeria

Position: Head: Operations and Info Tech

2011 till present

- Develop and implement strategic plans such as business-to-business sales approach focused on new business acquisition to exceed sales targets.
- Converted data into actionable insight by predicting and modeling future outcomes for planning
- Utilized MS SQL for data intelligence and analysis.
- Convert 75% generated leads annually by implementing marketing strategies and demo presentation to intending clients.
- Manage all the personnel documents. (Records)

- Implement indirect sales and marketing processes
- Manage office Fixed Assets.
- Setup and Maintained IT Equipments.
- Attends to Customer Enquiries.
- Worked and supervised developers on mobile app development.
- Led team for Application testing and publishing.
- Increase organization revenue through closing of new deals with new and existing clients and connected with customers, serviced accounts and ensure completion of regular follow-up.
- Conducts market research to identify customer's needs, competitive landscapes as well as new and emerging trends while analyzing market data to generate relevant insight for decision making, identify potential target markets and future product development.
- Manage Banking Software programming, Server configuration, Database management and Microsoft Office application Training.
- Deployment, Migration and Timeline design for new clients - Support clients and Database Management.
- Oversee sales process, setting sales targets and monitoring sales performance against the set targets using information management system (Software).
- Manage and resolve staff disagreements and misunderstandings
- Perform the following Talent Management Functions;
 - Prepare monthly payroll company-wide while ensuring compliance to statutory provisions.
 - Recruit new staff in line with best practices and organization recruitment policy.
 - Train subordinates on productivity topics which include connecting with customers, building strategic alliance and partnership among others.
 - Build a high-performing business development team.
- Identify opportunities for geographical expansion and market penetration by conducting feasibility analysis and implementing expansion strategies.
- Manage client relationship by ensuring timely resolution of complaints and provision of feedback to their enquiries promptly.
- Prepare budgets and approved budget expenditures and manage monthly budget planning and preparation (Income and Expenditure).

Green Soft Nigeria Limited, Zaria, Kaduna State, Nigeria

Position Head: Business Analyst

2001 till 2004

- Leveraged information from industry reports, public databases and other sources to analyze and evaluate business and industry trends to support and recommend changes and forecast changing market variable.
- Maintained good working relationship with co-workers and management.
- Conducted research on new and emerging trends in the industry regularly, analyzed results, prepared management report and presented to senior executives.
- Collected and analyzed information from multiple sources for company financial performance, customer insights, competitor profiling, potential product expansion and industry trends.
- Enhanced and maintained existing reports and analytical applications.
- Collaborated with business users and subject-matter experts to establish technical vision and analysis for business usability and performance requirements.
- Used external industry data to identify business trends, risks and opportunities while applying analytical tools and methods to inform business decision-making processes.
- Developed solutions to defined tasks, problems and projects using specialized foundational knowledge.
- Designed technical documentation to guide the accurate development of new intelligence gathering and reporting solutions.
- Built and improved business intelligence tools and systems to meet current and expected operation's needs.
- Kept robust library of reusable assets for use in business intelligence gathering, reporting and forecasting.

- Identified opportunities for improvement by streamlining processes, reducing costs or realigning strategies to better capture available opportunities.
- Coordinated and controlled the flow of business intelligence data between sources and end-users.

PUBLICATIONS

- ✓ Employment impact on Micro Enterprises: A case study of Ilorin metropolis, Kwara State. Nigeria.
- ✓ Output Growth and Unemployment rate in Nigeria: A test of Okuns's law.
- ✓ Direct Investment (FDI) and Economic Growth in Nigeria (1990 - 2018)

AWARDS

- ✓ Employee of the Month, Sagamy Technology Nigeria LTD
- ✓ Outstanding Achievement in Customer Satisfaction, 2017