

Alphonsus Nnajike Paul

STRATEGIC GROWTH & PARTNERSHIPS EXECUTIVE

Lagos, Nigeria • 08177271734, 08168969089 • alphonsuspaul52@gmail.com • [linkedin.com/in/alphonsus-paul-0b65a2277](https://www.linkedin.com/in/alphonsus-paul-0b65a2277)

EXECUTIVE PROFILE

Dynamic and results-driven Business Development Executive with over 5 years of experience orchestrating high-value corporate growth, securing multimillion-naira capital injections, and managing complex regulatory frameworks across logistics, healthcare, and finance sectors. Recognized for an exceptional ability to spearhead institutional partnerships, manage risk-mitigated data rooms, and engineer scalable sales pipelines that consistently exceed corporate targets. Proven track record of locking in institutional funding and converting massive market opportunities into multi-year enterprise contracts.

SELECTED CAPITAL & REVENUE HIGHLIGHTS

- **Institutional Capital Acquisition:** Structured and secured a ₦200M credit line from commercial banking and investor syndicates to scale corporate operations.
- **Enterprise Deal Architecture:** Orchestrated and closed a landmark ₦100M multimodal freight and technology supply chain contract, capturing vital market share.
- **Pipeline Re-engineering:** Optimized an end-to-end B2B sales funnel, elevating lead-to-close conversion rates from 8% to 15% within a single fiscal year.
- **High-Value Lead Capturing:** Generated over 20 enterprise-level B2B relationships at premium trade shows, driving significant brand equity and market visibility.

PROFESSIONAL EXPERIENCE

Strategic Growth and Partnerships Executive — **Zenrox Healthcare**

Nov 2025 – Present

- Spearhead corporate funding initiatives, maintaining highly analytical data rooms and negotiating parameters to secure a ₦200M credit line from investment syndicates.
- Structure high-impact strategic partnerships with global and local manufacturers, significantly optimizing national product distribution and supply chain efficiency channels.
- Serve as the primary corporate representative at elite healthcare expos and sponsorships, effectively capturing 20+ premium enterprise growth leads.

Business Development Executive — **Transport Tech Africa**

Aug 2025 – Nov 2025

- Managed the full enterprise sales cycle for high-stakes multimodal logistics and tech equipment tenders, culminating in a ₦100M milestone contract.
- Analyzed operational gaps to map and cultivate robust commercial pipelines, expanding overall market share and contract footprints.
- Led cross-functional teams to customize highly technical logistics frameworks, drastically surpassing client parameters and securing long-term retention.

Business Development Executive — Biworld Group (UK – Remote)

Sep 2021 – June 2024

- Conducted 30+ sophisticated market scans utilizing Statista and Google Trends to identify macro-growth sectors, yielding a 25% increase in high-intent pipelines within 6 months.
- Maintained full commercial oversight of a 40+ corporate client portfolio, commanding a 90% contract retention rate and an 18% YoY growth in average contract values.
- Handled comprehensive external audit requests and contractual governance, guaranteeing immaculate regulatory and compliance adherence across cross-border accounts.

Compliance & Internal Audit Support (Graduate Intern) — Access Bank PLC

July 2024 – Dec 2024

- Collaborated closely with risk teams to evaluate operational incidents, identifying and resolving 5+ critical, high-risk systemic internal vulnerabilities.
- Leveraged advanced CRM-driven consumer profiling to spearhead a 15% month-over-month acceleration in retail product adoptions.
- Successfully transitioned 50+ corporate clients monthly to digital banking portals, capturing a 28% growth spike in digital adoption under strict compliance rules.

CORE COMPETENCIES & TECHNOLOGY MATRIX

Growth & Strategy: Macro Market Scanning, Enterprise Deal Structuring, Strategic Partnerships, Venture Capital Ecosystems

CRMs & Analytics: Salesforce Einstein Analytics, HubSpot Marketing Hub, Zoho CRM Analytics, Zapier Automation

Risk & Project Management: Virtual Data Rooms, Regulatory Compliance Frameworks, Jira, Microsoft Project, Advanced Excel

Digital Outreach: Google Ads, Facebook Business Manager, Mailchimp, Hootsuite, Proposify, SharePoint

EDUCATION & PROFESSIONAL CREDENTIALS

B.Sc. in Business Administration — University of Ilorin

Completed

Professional

Project Management Fundamentals | Investment Stimulation | KPMG Audit

Certifications:

Stimulation