

BABATUNDE KAREEM BAMIGBETAN

Business Development | Commercial Growth | Strategic Partnerships | Market Development | Client Acquisition | Corporate Sales Manager | Logistics Management | Client Relationship Management.

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PROFILE

Business Development and Commercial Growth professional with ten years plus of experience spanning sales, customer acquisition, logistics, relationship management, operations and entrepreneurship across telecommunications, insurance, real estate and consulting.

Experienced in identifying market opportunities, developing customer relationships, generating and nurturing business opportunities, supporting market expansion, building strategic relationships and coordinating customer-focused activities. Brings a practical combination of commercial thinking, relationship management and operational understanding, strengthened by hands-on entrepreneurial experience building and developing an independent business.

CORE COMPETENCIES

Business Development | Commercial Growth | Market Development | Sales & Customer Acquisition | Strategic Partnerships | Customer Success & Retention | Client Relationship Management | Lead Generation & Pipeline Development | B2B & B2C Sales | Negotiation | CRM & Customer Follow-Up | Sales & Marketing Strategy | Stakeholder Coordination | Operational Coordination | Fleet & Transport Support | Logistics Manager.

PROFESSIONAL EXPERIENCE:

Custodian Life Assurance Limited | Insurance Business Development / Advisory | 2022 – Present

- Advise individual and corporate clients on life and general insurance solutions based on identified needs.
- Generate and develop prospects through referrals, direct prospecting, digital channels, networking and organizational outreach.
- Build and maintain long-term client relationships through consistent communication, follow-up and post-sale service.
- Manage policy reviews, renewals, client enquiries and ongoing relationship activities.
- Identify opportunities for cross-selling and additional client solutions.
- Re-engage inactive clients and support policy recovery through relationship-driven engagement.

Brit Property Nigeria Limited | Real Estate Business Development / Advisory | 2022 – 2025.

- Advise prospective clients on land and residential property opportunities and investment considerations.
- Generate prospects through online channels, referrals, personal networks and relationship development.
- Manage client consultations, property enquiries and structured follow-up throughout the sales process.
- Support clients through negotiation and transaction coordination, working with relevant professionals through completion.
- Build relationships with prospective investors and property buyers while identifying suitable opportunities based on their requirements.

Hybitel Telecommunication | Logistics Manager | 2020 – 2022.

- Coordinated logistics and movement of telecommunications, CCTV, security and power-related equipment for installation projects.
- Monitored installation activities, equipment deployment and cable-related processes to support project execution.
- Coordinated personnel, vendors and operational activities to facilitate timely delivery of projects.
- Managed logistics, vehicle movement, inventory records and operational reporting.
- Maintained communication with management, suppliers, technicians and other stakeholders.
- Supported operational problem-solving and delivery coordination.

E-Hailing / Customer Service Professional Operations | Uber & Bolt | 2018 – 2022.

- Managed an independent, customer-facing service operation, maintaining professional communication and service standards across diverse customers.
- Managed daily scheduling, route planning, customer interactions and operational decisions independently.
- Developed practical strengths in customer service, problem-solving, time management and operating in a performance-driven environment.

Tizeti Network Limited | Sales Executive | 2016 – 2018.

- Sold ISP internet connectivity solutions to households, offices, companies, estates, hotels, supermarkets and other customer segments.
- Generated and qualified prospects through direct prospecting, field marketing, online channels and market-development activities.
- Conducted product education and customer consultations to communicate the value and suitability of internet solutions.
- Managed prospects and sales follow-up across multiple Lagos locations.
- Closed individual and business sales opportunities, including corporate and institutional customers.
- Contributed market-development ideas and promotional initiatives aimed at increasing awareness, customer acquisition and market penetration.

EDUCATION & NATIONAL SERVICE

National Youth Service Corps (NYSC) | October 2016.

University of Ilorin, Kwara State. | B.Sc. Economics | 2011 – August, 2015.

PROFESSIONAL CERTIFICATIONS & REGISTRATIONS

- Chartered Insurance Institute of Nigeria (CIIN) — Insurance Agent Authorization
- NAICOM — Licensed Insurance Agent
- LASRERA — Real Estate Agency Registration
- SCUML — Registered Business Operator
- SMEDAN — Registered Enterprise

TECHNOLOGY & BUSINESS TOOLS

CRM & Customer Relationship Management | Microsoft Office | Google Workspace | Google Sheets | Digital Marketing & Social Media | Online Prospecting & Business Research | AI-Assisted Productivity Tools.