

MICHAEL JAAZANIAH IKIBE
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Professional Summary

Dynamic and results-driven professional with over 6years of experience in client relationship management, financial advisory, and direct sales across the banking, education, and hospitality sectors. Proven expertise in managing high-net-worth accounts, delivering data-driven financial consultations, and cultivating long-term client loyalty. Adept at leveraging strong communication and analytical skills to support corporate objectives and provide strategic, client-centric solutions.

+ Education

- M.A. History & International Studies, University of Ilorin, Kwara State |2020–2023
 - B.A. History & International Studies (Second Class Upper), University of Ilorin, Kwara State |2014 –2018
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+ Professional Experience

Business Executive

Delina Culinary Creation Limited | Dec 2025 till date

- Supported business growth through strategic planning and cross-functional operational coordination.
- Conducted market research and process analysis to drive data-informed decisions.
- Managed corporate events and business development projects, including planning and stakeholder coordination.
- Developed reports and SOPs, improving communication, CRM use, and operational efficiency.

Lecturer & Research Assistant

The Polytechnic, Igbo Owu / Freelance | 2025

- Delivered lectures on International Relations and Socio-philosophy, and mentored students in research methodology.
- Adopted a prolific and multidisciplinary approach to assist in research projects on Crude Oil Production, CSR, ESG reporting, conducting data collection, literature reviews, and supporting publication efforts.
- Contributed to successful research publications across diverse fields, collaborating with academics from institutions like FCE Okene and UNILORIN, both locally and internationally.

Access Bank PLC

Account Officer& Financial Advisor | Feb 2024 – Aug 2025

- Managed over 1,000 individual and corporate accounts with a total accumulated deposit portfolio exceeding 300million Naira.
- Managed a diverse portfolio of high-net-worth individuals, businesses, and corporate clients, delivering personalized banking solutions, ensuring efficient transaction processing, and fostering long-term client relationships that contributed to increased satisfaction, retention, and business growth.

- Provided strategic financial consulting, account analysis and investment advisory to clients.
- Contributed to a significant increase in branch profitability through consistent client acquisition and portfolio growth.
- Played a pivotal role in enhancing customer retention through tailored banking solutions and personalized service.

Deeper Life High School

Music Educator & Content Creator | Jun 2020–Dec 2023

- Produced and managed multimedia content for school events, increasing online engagement by 30%.
- Developed curriculum and led interactive sessions for 200+ students, enhancing music appreciation and performance skills.
- Spearheaded video editing projects and social media campaigns, showcasing strong digital marketing aptitude.

Joburg Hotels & Suites

General Supervisor (Acting Manager) | Mar 2020–Oct 2020

- Supervised daily operations, ensuring service quality and guest satisfaction across a 50-room property.
- Trained and led a team of more than 15 staff on customer service best practices, resulting in more 25% reduction in guest complaints.
- Coordinated promotional events that generated a 10% increase in bookings during off-peak season.

Community Secondary School Agulu, Anambra

State NYSC Subject Teacher | Jul 2018 – Jun 2019

- Delivered engaging History & International Studies lessons (Civic Education) to classes of up to 40 students.
- Organized co-curricular activities, boosting student participation and performance metrics.

+ Core Competencies

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| • Account Management / Advisory, Financial Consulting & Analysis | • Business Management & Advisory |
| • Client Relationship Management | • Content Creation |
| • Direct Sales & Lead Generation | • Customer Service Excellence & CRM Tools |
| • Marketing Content Strategy | • Prolific Interdisciplinary, Business and Economic Researcher |
| • Project Coordination | |

+ Leadership & Membership Roles

- Member, Southern Nigerian Youth Council, Delta State Chapter | 2025
- Chief Whip, Legislative Council, Postgraduate Students' Association, Unilorin Chapter | 2024
- Electoral Chairman, Faculty of Arts Student Association | 2018
- Electoral Commissioner, Faculty of Arts Student Association | 2018

Awards & Recognition

- Certificate of Commendation, NYSC Music & Band CDS Group (Music Director) | 2019
- Certificate of Commendation, NYSC Music & Band CDS Group Electoral Committee (Vice Chairman) | 2019

+Technical Skills

- Microsoft Word, Excel, Power Point, Corel Draw

- CRM Soft ware (Sales force, Zoho CRM)
 - Adobe Premiere Pro, Adobe Audition & Da Vinci Resolve
 - Content Management Systems
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+Interests

- Reading financial reports, market trends, banking regulations and compliance research
- Economic policy analysis and corporate strategy
- Content marketing and promotional videos
- Customer experience
- Investment advisory and fin tech innovation
- Researches in Oil Production and Corporate Social Responsibility

Referees

Available on Request