

MBANUGO VIVIAN IFEOMA

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PROFESSIONAL SUMMARY

High-performing Enterprise Sales Lead with a track record of driving multi-million Naira transaction volumes and closing strategic commercial accounts across the Lagos and Ogun industrial corridors. Expert at bridging complex tech solutions with executive sales pitches—transforming digital payment/escrow workflows and API integrations into compelling revenue drivers for corporate clients, manufacturers, and heavy-duty fleet operators. Adept at navigating high-stakes C-suite negotiations, streamlining corporate KYC onboarding, and expanding commercial footprints under high-growth incentive structures.

CORE COMPETENCIES

Enterprise B2B Sales: Commercial Negotiations, C-Level Pitching, Pipeline Velocity

Tech-Enabled Sales: Digital Escrow & Payment Workflows, API Demonstrations

Freight & Fleet Acquisition: Industrial Corridor Mapping, Multi-Truck Fleet Onboarding

Account Management: Volume Target Execution, Corporate KYC Compliance, Account Retention

PROFESSIONAL EXPERIENCE

Corporate Sales Executive — Prudential Zenith Life Insurance

Jan 2024 – Mar 2026

- Enterprise Client Acquisition:** Spearheaded field prospecting across Lagos and Ogun industrial corridors, pitching and securing high-value corporate accounts, group schemes, and institutional partners.
- Executive Pitching & Demos:** Delivered physical and digital C-level presentations to HR Directors, Procurement Heads, and Executive Management, demonstrating digital solution workflows and automated payment systems to shorten complex sales cycles.
- KYC & Account Onboarding:** Managed end-to-end corporate onboarding, gathering executive KYC documentation and coordinating seamless account activation with back-office compliance teams.
- Revenue Target Execution:** Maintained a structured corporate sales pipeline, consistently beating monthly performance metrics and expansion targets.

Enterprise Sales Lead (Commercial Accounts) — Ntel Nigeria

Jan 2021 – Dec 2023

- Industrial Corridor Expansion:** Spearheaded aggressive field prospecting across the Lagos and Ogun industrial belts (Agbara, Ikeja, Sagamu), single-handedly closing 18+ high-value corporate accounts across manufacturing and regional distribution networks.
- Strategic Partner Acquisition:** Onboarded key commercial partners and heavy-duty transport/haulage operators, expanding operational capacity to match surge service demand for enterprise clients.
- C-Suite Deal Structuring:** Delivered executive presentations to Procurement Heads and Operations Directors, leveraging API capability demos and digital escrow payment mechanics to accelerate deal closures.
- Rapid Onboarding Execution:** Streamlined corporate KYC collection and admin account setups, reducing average client activation and turnaround times from 5 days to under 24 hours.
- Pipeline & Target Breakthrough:** Built and managed an active B2B deal pipeline, consistently beating monthly volume targets by 120%.

EDUCATION & CERTIFICATIONS

Bachelor of Science (B.Sc.)

Micro1 Skill Certification (AI & Digital Workflows)

Professional Development: ITIL Service Management Frameworks, Agile Methodology & Stakeholder Collaboration

TECHNICAL SKILLS & TOOLS

- Sales & CRM Tools:** B2B CRM Pipeline Management (HubSpot, Salesforce), Digital KYC Validation, Tracking Platforms.