
DAVID MOMOH

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Professional Summary

Strategic business development professional with a strong background in IT consulting and digital growth strategies. Skilled in identifying opportunities, developing partnerships and executing campaigns that drive brand visibility and revenue growth. Adept at client relationship management, proposal development and cross functional collaboration to meet business goals.

Core Skills

Business Strategy & Planning	Digital Outreach Campaigns
Partnership Development	Negotiations & Contract Management
Market Research & Analysis	CRM Management
Sales Funnel Optimization	Proposal & Pitch Writing
Client Acquisition & Retention	

Work History

TECHNICAL ACCOUNT MANAGER 03/2023 – 07/2026
CPAAT Consulting – Remote

- Deployed fiber monitoring software for fiber network companies, improving network oversight, uptime, and operational efficiency.
- Sold CRM, Hospital Management Systems, Estate Management solutions, School Management software, Cybersecurity products, and Data Protection tools to enterprise and mid-market clients, driving product adoption and revenue growth.
- Contributed to the successful hosting of the annual CIO Retreat by onboarding IT Managers and key technology stakeholders, increasing participation and strengthening enterprise relationships
- Consistently achieved and exceeded sales targets, securing high-value accounts and expanding the company's presence in enterprise and mid-market segments.
- Renewed software licenses for multiple organizations, improving customer retention and ensuring continuity of service.
- Supported strategic sales initiatives across different product lines, helping the team win new business and enter new verticals.

- Built and managed relationships with IT leaders and decision-makers, contributing to long-term partnerships and repeat revenue.

IT Manager, 02/2023 – 06/2025

Ailes Group – Lagos

- Improved network efficiency by implementing new server configurations and optimizing system operations.
- Enhanced IT infrastructure security with regular vulnerability assessments and proactive patch management.
- Reduced downtime by promptly addressing hardware and software issues, ensuring minimal impact on business operations.
- Streamlined processes through the automation of routine tasks, increasing team productivity and reducing manual effort.
- Developed custom IT solutions to address specific business needs, driving operational improvements and cost savings.
- Managed vendor relationships for hardware, software, and services procurement, ensuring quality products at competitive prices.
- Led a skilled IT team in providing exceptional technical support, fostering a collaborative environment that promoted professional growth.
- Evaluated emerging technologies to identify opportunities for innovation and improvement within the organization's IT landscape

IT Support Specialist, 10/2022 -

02/2023 Ailes Group – Lagos

- Enhanced IT system stability by implementing proactive maintenance routines and monitoring tools.
- Streamlined helpdesk processes for quicker issue resolution and increased customer satisfaction.
- Optimized network performance with regular maintenance checks, software updates, and hardware upgrades.
- Ensured data security through rigorous backup procedures, maintaining an up-to-date disaster recovery plan.
- Provided remote support for off-site employees, resolving issues quickly without sacrificing job performance.

Business Development Officer, 07/2020 - 01/2021

Fradrill Oil Services – Lagos

- Boosted client satisfaction by identifying and addressing their specific needs through tailored business solutions.
- Expanded market share by conducting comprehensive market research and competitor analysis.
- Strengthened relationships with key clients by providing exceptional support and maintaining regular communication.

- Developed new sales strategies to target untapped markets, resulting in increased revenue generation.
- Identified potential partnership opportunities, leading to strategic alliances that drove business growth.
- Negotiated contracts with vendors and clients, ensuring favorable terms for the company's success.

Education

Ambrose Alli University Ekpoma – Edo
State BSC, Chemistry 2018

Certifications

Cybersecurity Internship @Redynox (2025)
National Youth Service Corps, Nysc (Lagos State 2020)