

EMEKA-UKAH KODILICHUKWU NONYE

Lagos, Nigeria | kemekaukah@yahoo.com | +234 806 926 8010

Date of Birth: Dec 19, 1991 | NYSC Status: Completed | Class of Degree: Second Class Lower

PROFILE SUMMARY

Results-driven and resourceful professional with 7+ years of experience in sales, business development, and operations management. Demonstrated track record of increasing revenue, optimizing processes, and leading high-performing teams. Strong ability to build client relationships and deliver customized business solutions across sectors, particularly in the fintech and technology space.

PROFESSIONAL EXPERIENCE

Business Development Executive

Squareme Technologies Ltd (Fintech) | Sept 2025 – Present

- Developing and executing B2B sales strategies to drive adoption of digital payment solutions.
- Building and maintaining relationships with SMEs and enterprise clients to expand market share.
- Conducting product demos and presentations tailored to client business needs.
- Collaborating with cross-functional teams (product, marketing, and operations) to deliver end-to-end client solutions.
- Tracking pipeline growth and providing regular sales forecasts and performance reports to management.

Business Sales Executive

OnePipe.io (Fintech) | Oct 2024 – Sept 2025

- Built and maintained strong client relationships to drive revenue and customer loyalty.
- Identified and secured new business through tailored financial solutions.
- Performed market research and competitive analysis to inform sales strategies.

Sales Representative & Supervisor

Brass Technology (Fintech) | Mar 2023 – Aug 2024

- Increased customer acquisition and sales conversion through targeted strategies.
- Led and trained a sales team to ensure high performance and goal achievement.
- Designed and executed marketing campaigns for improved product visibility.

Logistics Manager

Frankstar Global Synergy Co. Ltd | Aug 2022 – Mar 2023

- Supervised logistics operations, ensuring timely deliveries and safety compliance.
- Streamlined delivery routes to cut operational costs.
- Generated performance reports to guide management decision-making.

Direct Sales Agent

First City Monument Bank (FCMB) | Apr 2019 – Aug 2022

- Managed customer accounts and provided tailored financial recommendations.
- Processed complex transactions in accordance with compliance standards.
- Delivered regular performance and sales reports to management.

EDUCATION

B.Sc. Estate Management – Imo State University

Graduated: 2015 | Class of Degree: Second Class Lower

National Youth Service Corps (NYSC) – Completed, 2019

CERTIFICATIONS & TRAINING

- CompTIA A+ Certification – 2008
- Basic ICT Certification (MS Excel, PowerPoint, Word) – 2010

KEY COMPETENCIES

- Business Development & Sales Strategy
- Fintech Solutions & Client Onboarding
- Project & Operations Management
- Customer Relationship Management
- Logistics & Fleet Coordination
- Financial Advisory & Account Management
- Microsoft Office Suite (Word, Excel, PowerPoint)
- Excellent Communication & Leadership Skills
- Strong Analytical & Problem-Solving Abilities