

Justin Egwuasi

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I am an approachable, motivated, and confident Sales and Business Development professional with 16 years+ experience and the ability to excel in sales targets and make a real difference in the organization's revenue generation. I have expert knowledge of the selling process and I fully recognize the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues, and third-party stakeholders.

Willing to relocate: Anywhere

Personal Details

Highest Level of Education: Post Graduate Diploma
NYSC Status: Completed

Work Experience

Business Development Manager

Icon Facilities Ltd, Lagos
March 2026 to Date

Business Development Manager

The Morgans Limited, Lagos
February 2024 to January, 2026

Sales Executive Manager

Time-tell Nigeria Limited, Lagos
June 2022 to January 2024

Key Responsibilities:

- Achieve sales targets and business development in the cluster
- Identify customer needs per segment and propose products and services to differentiate and create value for customers and Logos International Resources
- Researching organizations and Individuals to find new opportunities
- Ensure achievement of excellent product distribution, availability, and visibility
- Planning and overseeing new marketing initiatives
- Develop quotes and proposals for customers
- Control outstanding through timely collections of payment
- Coordination of sales outlet showroom activities
- Ensure coordination between the customers and the plant to ensure timely delivery of products
- Attending and responding to customer complaints for a satisfactory resolution
- Provide trustworthy feedback and after-sales support.

Marketing and Sales Manager

Logos International Resources Limited-Awo-Omamma, Imo
March 2018 to May 2022

Key Responsibilities:

- Managed a team of 5 marketing/sales professionals and increased turnover by 10 percent.
- Led presentations to the company's board of directors in regard to marketing budgets, campaign ideas, and upcoming product developments.
- Assisted in the development and growth of the company's social media platform and nearly doubled sales resulting from online advertisements.

Sales Account Manager

Secure and Trusted Alliance Services Ltd-Ikeja, Lagos

April 2017 to November 2017

2017

Key Responsibilities:

- Focusing on developing and growing targeted accounts, together with generating new businesses
- Prepare and implement the strategic plan on how to achieve the budgeted sales goals
- Manage customer accounts and client relationships to ensure continuous sales growth
- Communicate clearly, frequently, and professionally with customers so as to ensure high retention and attend conferences, meetings, and industry events
- Follow up on new leads and referrals and identifies sales prospects. Supervises the customer's request for quotation (RFQ) and sources information from knowledge centers whenever necessary to follow up on offer status Identifies and closes new sales
- Creating and maintaining a list/database of prospect clients
- Weekly, monthly report rendition on milestones as may be required by the managing director

Business Development Manager

MIS Rocket International Limited-Lagos

March 2014 to March 2017

Key Responsibilities:

- Create and implement a plan to create demand and achieve revenue results.
- Periodically Audit the development to ensure compliance to set quality management standards (QMS)
- Achieve sales and marketing operational objectives within the assigned projects by contributing sales and marketing information and recommending actions to plans, preparing service standards, monitoring costs, and competitions, identifying trends, and completing audits.
- Adhere to all quality standards and processes for the acquisition of clients, opportunities, submission of proposals, and other contract documents
- Oversee all customer inquiries and ensure requests are appropriately responded to in a timely manner and performance managing underperforming members of the team.
- Management of key customer accounts thereby growing the relationship and sales revenue.
- Laisse with the technical departments to ensure that clients get the best deals without compromise on set standards and excellent service delivery
- Prepare weekly marketing and sales reports for submission to the managing Director

Business Development Manager

Hull Inspections Services Limited-Ikeja, Lagos

June 2009 to February 2013

Key Responsibilities:

- Formulating and implementing marketing and sales plans, strategies, and review of communication material for company services
- Generate and follow up leads that will translate to revenue for the company and customer satisfaction and develop proposals and establish business meetings
- Managing key company accounts so as to enhance a business relationship and ensure sales growth and represents the company professionally in all aspects with customers
- Engage in market and competitor intelligence activities to better position the company in the industry and collate, review and maintain accurate records of all sales, revenue, and, invoices.
- Provide trustworthy feedback and after-sales service.

Sales Manager

Lotaluora Investments Ltd-Ikoyi,

Lagos 2008 to 2009

Key Responsibilities:

- Create and implement a plan to create demand and achieve revenue results.
- Penetrating the market with company brands so as to ensure greater market share.
- Recommend, initiate, and complete sales promotion of company brands in customers' outlets.
- Represents the firm in all aspects with customers and Coordination of department activities.
- Management of key company accounts to sustain and grow the business relationship.

Marketing & Business Development Manager

Teknokleen Limited-Lekki, Lagos

August 2004 to January 2008

Key Responsibilities:

- Market and sale of company products and services and establish and maintain client relationships
- Develop and implement marketing plans and programs prospect for new business opportunities and prepare and present Business proposals to clients
- Develop and recommend a pricing strategy for the organization which will result in the greatest share of the market over the long run and coordination and supervision of department activities
- Debt management and collection of payments from customers/clients.
- Attending and responding to customers' complaints for a satisfactory resolution
- Preparation of weekly, monthly, quarterly, and yearly marketing reports.
- Overseeing all marketing activity and ensuring it fits with the marketing and sales strategy.

Manager, Marketing & Client Relationship

Klassic Maintenance Limited-Festac town, Lagos

May 2001 to July 2004

Key Responsibilities:

- Build relationships with key employees among customers and create plans to address clients' business needs and Schedule regular meetings with customers to ensure they are satisfied.
- Advise clients on creating profitable processes
- Act as point of contact for complaints and escalate issues as appropriate
- Help sales team up-sell or cross-sell services and products
- Ensure both the company and clients adhere to contract terms
- Study competition to find new ways to retain customers
- Set sales and revenue targets and work diligently to meet them

Core Accomplishments & Achievements:

- Turned a negative working environment into a positive one by motivating team members' performance.
- Consistently developed new business in cold and non-existent territories
- Successfully acquired new accounts in the mature territory.
- Delivered the most profitable business during the period in Klassic Maintenance Limited.
- Recognized as the star marketer in Teknokleen Ltd in my first month of resumption and subsequent year.
- Designed a product strategy that elicited a reasonable response from a nonresponsive segment of the market
- Generated the fourth largest account in the history of Teknokleen Ltd.
- Recovered 82 % of outstanding debts for Hull Inspections Services Ltd some of which are 2 years aging debt and valued at 80 million naira within 3 months.
- Directly involved in the selection, interviewing, and hiring process for sales personnel.

Education

Marketing (PGd)

National Institute of Marketing of Nigeria-Ikeja,
Lagos January 2011 to December 2011

Banking & Finance (BSc in Banking & Finance)

Abia State University-Uturu, Abia
State 1991 to 1996

WASC (School Certificate)

Amuwo Odofin Boys' Secondary School-Amuwo, Lagos
1984 to 1989

General subjects (Leaving Certificate)

U.P.E. School 9-Festac town, Lagos
1978 to 1983

Skills

CRM software |Organizational skills |Expert knowledge of the selling process and effective sales techniques | Optimistic and a positive can-do attitude | Social Media (Facebook, Twitter, LinkedIn, etc.) | Pro-active, organized, and excellent team player

| Excellent communicator and relationship-building skills | Motivated in a targetdriven environment | Optimistic and a positive can-do attitude | Negotiation | Public relations | Problem-solving | Effective listening | Operational management | Customer service | Team player
Microsoft Excel, Word, PowerPoint | Internet Applications | Ability to make research |Leadership skill

<https://www.linkedin.com/in/justin-e-49833526>

Certifications and Licenses

**How to communicate Effectively Oracle
Management Cloud Interpersonal
Relationship Developing your
Emotional intelligence Internal
Auditor (QMS) The Anatomy of Selling
Associate Member, NIMN**