

Charles Destine Mogbo

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PROFILE:

B2B Sales Professional / Cybersecurity & Software Consultant / Business Developer / Public Diplomat / Relationship Manager / Growth Strategist / Communication Specialist / New Media Enthusiast.

SKILLS AND COMPETENCE:

Strong Business, People Management, Diplomatic, and Customer Management Competence. Good Interpersonal, Bargaining, Negotiation, Verbal and Written Communication Skills. Ability to Multi-task, Work Independently and a Team Player. Self-Driven and Result Oriented with a Presentable Personality.

WORK EXPERIENCE:

March 2023 – Till Date

**Norak Technologies Limited,
Anthony Village, Lagos**

Corporate Sales Manager

- I am Responsible for Sales, Growth and Business Development Strategy
- Driving the Entire Sales of our Products and Services in Nigeria and globally
- Delegating Sales and Marketing Tasks Among Team Members
- Contacting and Meeting Potential Clients to Establish Business Relationship
- Lead Trainings for New Customers and Prospects Across Nigeria
- Develop New Sales Areas and Improving Sales Through Various Methods
- Maintain Current Client Relationship and Identifying New Potentials etc.

Accomplishments: I am continuously contributing to the reviews and development of new sectors software, features and functions. Scaled our deal closures to multi-millions, extended our client base internationally and grew it by 300%, deepened customer satisfaction and retention to 95%, brought positive changes to our campaign strategy, promoted synergy within the various departments to work seamlessly and produce better results for the company. I coordinated several business partnerships and led successful presentations, representations, implementations and negotiations.

March 2022 – February 2023

**Export and Sell Nigeria Limited,
Victoria Island, Lagos**

Business Development Manager

- I was Responsible for Business Development and Strategy
- Manages Portfolio of Agreements and New Requests
- Delegating Sales and Marketing Tasks among Team Members
- Contacting and Meeting Potential Clients to Establish Business Relationship
- Promote Understanding of Company Services to Keep Business Competitive
- Develop New Sales Areas and Improving Sales through Various Methods
- Maintain Current Client Relationship and Identifying Areas for Potential Client

Accomplishments: At resumption I began engaging dissatisfied businesses and immediately began returning three of them into our cabal. In the first month brought one of the biggest brands in Nigeria to the discussion table for strategic partnership. I coordinated multiple partnership with businesses. I inspired tech-driven sales strategy, sent several proposals, made presentations and negotiated deals in hundreds of thousands of dollars. I am promoting strong understanding of company's products and services as well as business position and competition to keep our business competitive etc.

October 2017 – February 2022

**Jomyke Travel Nigeria Limited,
Ikeja, Lagos**

Head, Business Development

- I was Responsible for Business Development and Strategy
- Consideration and implementation of partnerships and agreements
- Customer's Service and relationship management
- Developing, Planning and Implementing Aggressive Campaigns
- Liaising and Networking with Range of Stakeholders
- Negotiating with Prospective Clients and Parties
- Led and Identified Profitable Ventures and Opportunities we Diversified into.

Accomplishments: I/We organized several successful trips, I led several negotiations and closed deals, improved client's trust, satisfaction and participation rating. I led my team to passionately promote the company's brand, products and services which attracted various partnerships. I personally managed and organically grew our online presence and handles with better traffic and maintained our core values.

August 2015 – July 2017
Gentium Project Limited
Palmgroove, Lagos

Administrative/Project Officer

- I was Responsible for Administrative Activities
- Monitoring and Evaluation of Policies and Projects
- Make, Maintain&Reconciled all Transactions
- Preparation of Daily, Weekly and Monthly Reports
- Attended to Employees Welfare and Payroll Management etc.

Accomplishments: I managed staff and customers' trust and satisfaction. Maintained transparent records and resolved problems and clarified issues relating to projects, payments and welfare. Helped to aggressively promote company's products and verified projects executed, pursued payment for executed jobs and effectively managed office correspondence.

September 2010 – August 2015
Sterling Bank Plc.,
Victoria Island, Lagos

Team Lead, DSE/Bancassurance

- I Grew and Managed the Banks Corporate and Retail Customers
- Identified New Profitable Frontiers and Opportunities
- Coordinating and Organizing My Team Members
- Initiate and Pursue Direct Aggressive Marketing
- Facilitate the Growth and Expansion of Businesses
- Initiate and Maintain Good Customer Relationship
- Meeting Sales Targets and Office Operational Support.

Accomplishments: I Attracted and retained blue chip customers and deepened staff and customers' trust and satisfaction. Maintained transparent financial records and resolved problems and clarified issues relating to customers' accounts and transactions. I passionately promoted the brand, while striving to meet and exceed set targets and goals.

July 2009 - July 2010
Government Secondary School,
Kaduna (NYSC)

Senior Secondary Tutor (WAEC)

- I Taught Government, English, History and CRS
- Had one of the Best Prepared Lesson Notes and Teaching Experience
- Conducted Researches and Involved in External Examinations
- Successfully Harnessed&Enhanced Students Potentials and Performance
- Engaged in the Provision of Projects to Improve the School's Facilities.

Accomplishments: I Initiated and facilitated the provision of a state-of-the-art Biology laboratory and devised strategies to move the school and management staff to greater performance. An exercise that eventually gained recognition, inspired staff and students and improved general performance in their external and internal examinations.

EDUCATIONAL QUALIFICATIONS:

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| <p>➤ University of Benin, Benin City, Edo State</p> <ul style="list-style-type: none"> • B.A.(Hons), International Studies and Diplomacy | 2003 - 2007 |
| <p>➤ Community Secondary School, Mbieri, Imo State</p> <ul style="list-style-type: none"> • West African Examination Council (WAEC) | 1996 - 2001 |

AWARDS AND RECOGNITIONS:

- Certificate of Participation, Skills Edge Consulting Limited, Abuja
- Most Disciplined Staff of The Year Award, Jomyke Travel, Lagos
- Best Dressed Staff of The Year Award, Jomyke Travel, Lagos
- Staff of The Month Award, Gentium Projects Limited, Lagos
- Best Serving Corper, Government Secondary School, Fadan Attakar, Kaduna
- Certificate of Excellence, Nigeria Christian Corpers Fellowship, Kaduna
- NYSC Platoon Commandant Award, Orientation Camp, Kaduna
- Certificate of Appreciation, Oral Roberts University Educational Fellowship, U.S.A.
- Exemplary Leadership Award, Christian Students Fellowship, Benin City
- Order of Clergy, Church of God Mission International Incorporated, Int'l Headquarters
- Letter of Recommendation, HRH Agwan Takad 1, Takad chiefdom, Kaduna

LEADERSHIP RESPONSIBILITIES:

- Head of Several Projects, Norak Technologies Limited, Lagos
- Head of Several Local and International Delegations, Jomyke Travel
- Team Lead, DSE, Sterling Bank Plc, AA2, Victoria Island, Lagos
- Facilitator, Providing a State-of-The-Art Biology Laboratory For Government Secondary School, F/Attakar, Kaura, Kaduna.
- Director of Special Duties, Anambra State Students Association, UNIBEN
- Chairman, International Studies Students Final Year Planning Committee, UNIBEN
- Pioneer Exco – International Studies Students Association, UNIBEN
- President, Christian Students Fellowship – Secondary School
- Assembly and Chapel Prefect – Secondary School
- Assistant Head Boy – Primary School

HOBBIES:

Solving Problems, Meeting People, Travelling, Speaking, Reading, Writing, Learning and Researching.

REFEREES:

Available on request