

NIXON OJUKWU

Results-Driven Sales Professional | Business Development | Customer Acquisition | Cybersecurity

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SUMMARY

Results-driven Sales and Business Development professional with hands-on experience in banking sales, customer acquisition, account opening, deposit mobilization, relationship management and financial-product promotion. Proven ability to drive revenue growth, exceed sales targets, generating leads, engaging prospective customers and converting opportunities into business growth. Skilled in customer relationship management, teamwork, operational efficiency, product advisory services.

Complemented by professional qualifications in Human Resource Management, a B.Sc. in Biochemistry, and training in Cybersecurity and Information Technology.

CORE COMPETENCIES

- Customer Acquisition & Retention
- Sales Strategy & Target Achievement
- Team Collaboration & Retail Operations Support
- Regulatory Compliance & Process Adherence
- Product Knowledge & Solution Advisory
- KYC & Customer Onboarding
- Sales Target Management & Market Research
- Customer Relationship Management
- Reporting & Documentation
- Lead Generation & Deposit Mobilization

WORK EXPERIENCE

UNION BANK OF NIGERIA

Direct Sales Agent (DSA) | Lagos, Nigeria

|January 2026 – Present

- Acquire new customers through direct prospecting, referrals, field marketing and relationship-building activities.
- Drive customer acquisition through the opening and activation of new bank accounts.
- Promote banking products and services to prospective and existing customers based on their financial needs.
- Mobilize deposits and contribute directly to business development and revenue-generating activities.
- Manage customer relationships throughout the acquisition and onboarding process ensuring satisfaction, loyalty and positive brand representation.

- Conduct customer onboarding while ensuring required documentation and KYC procedures are followed.
- Generate and follow up on sales leads to improve customer conversion.
- Educate customers on available banking products, account features and relevant financial services.
- Work towards defined sales targets covering customer acquisition and deposit mobilization.
- Maintain professional relationships with customers and identify opportunities for additional products and services.
- Collaborate with branch and internal teams to resolve customer requests and support account-related processes.
- Maintain accurate customer and sales records and provide regular performance updates.
- Managed a target-driven sales portfolio involving customer acquisition and deposit mobilization.
- Consistently worked toward high-volume account acquisition and deposit targets.
- Built and maintained relationships with prospective and existing customers through proactive engagement.

NAOBEN ACADEMY

NYSC Teacher, Social Media Manager & Administrative Support | Bayelsa, Nigeria | Oct 2024– Nov 2025

- Taught Mathematics, Physics and Chemistry to students.
- Prepared lesson materials, assessments and academic reports.
- Communicated complex concepts clearly to students with different learning abilities.
- Maintained organized academic records and documentation.
- Worked collaboratively with school staff to support student development and administrative activities.
- Served as CDS Financial Secretary, supporting financial documentation and record keeping.
- Handled the school's social media page while ensuring regular content generation and update.
- Handled inquiries and issues through the school's online platforms: social media, email etc

SYD-MONIC HOSPITAL

Assistant Laboratory Scientist & Social Media Analyst — Industrial Training | Lagos, Nigeria | 2021

- Supported routine laboratory activities under professional supervision.
- Assisted with specimen collection and analysis.
- Maintained accurate records and followed established safety and documentation procedures.
- Maintained confidentiality and accuracy required within a professional healthcare environment.
- Accurate record keeping, preparing and delivering of patient results.

SOLAR PLUS COMPANY

Admin Executive & Customer Support Officer | Lagos, Nigeria | 2023-2024

- Managed data entry and system monitoring.
- Handled administrative tasks and executive scheduling.
- Managed inventory including tracking stock levels and reordering supplies.
- Addressed customer complaints promptly and effectively, escalating issues when necessary.

- **Managed logistics and the seamless delivery of orders to customers.**

SKILLS

- **MICROSOFT & PRODUCTIVITY SKILLS** (Microsoft Excel, Microsoft Word, Microsoft PowerPoint, Microsoft Outlook, Microsoft Teams, Microsoft 365)
- **Cybersecurity**(Cybersecurity Fundamentals, Information Security, Network Security Fundamentals, TCP/IP & Networking, Threat Identification, Data Protection, Phishing & Social Engineering Awareness, OSINT etc)
- **Sales Prospecting**
- **Customer Management Software**
- **Social Media Management & Digital Marketing**
- **Cross-Selling & Upselling**
- **Canva**
- **Digital Documentation & Record Management**

PROFESSIONAL CERTIFICATIONS & TRAINING

TS ACADEMY

Diploma In Cybersecurity -2026

CHARTERED INSTITUTE OF HUMAN RESOURCES MANAGEMENT

Certified Personnel Manager in Human Resource Management -2025

EDUCATION

CHUKWUEMEKA ODUMEGWU OJUKWU UNIVERSITY

B.Sc. Biochemistry 2023

FSTC YABA, LAGOS STATE

West Africa Senior School Certificate Examination(WASSCE) 2018

REFERENCES

Available on Request