

SYLVANUS UKWA ENANG
BUSINESS DEVELOPMENT MANAGER | SALES & COMMERCIAL GROWTH

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Masaka, Area 1, Nigeria

PROFESSIONAL SUMMARY

Business Development Manager with a strong record of closing ₦78M+ in enterprise and government deals across healthcare, FMCG, banking, and insurance sectors. Experienced in B2B sales, market expansion, revenue growth, strategic partnerships, client relationship management, and high-value contract negotiations. Known for combining commercial insight with disciplined execution to drive sustainable growth.

CORE COMPETENCIES

Business Development • B2B Sales • Revenue Growth • Market Expansion • Strategic Partnerships

Key Account Management • Sales & Marketing • Dealer Network Development • Negotiation Team Leadership • Customer Relationship Management • Distribution Operations • Problem-Solving

PROFESSIONAL EXPERIENCE

BODYAFAIRS DIAGNOSTIC LTD

Business Development Manager | Feb 2022 – Dec 2024

- Closed ₦40M+ with NDPHC, ₦20M with Galaxy Backbone, and ₦18M with NCC.
- Drove revenue growth through corporate and government partnerships.
- Led negotiations and executed high-value contracts.

NICE FAVOR VEGETABLE OIL COMPANY LIMITED

Business Development / Head of Sales & Marketing | Nov 2019 – Jan 2022

- Expanded the dealer network across 7 states plus the FCT.
- Increased sales velocity and market penetration through commercial expansion initiatives.
- Managed dealer KPIs and optimized sell-in versus sell-out performance.
- Improved regional distribution and product visibility.

HARVESTBIG MICROFINANCE BANK

Branch Manager | Aug 2018 – Dec 2019

- Managed branch operations, staff performance, customer acquisition, portfolio growth, and day-to-day commercial activities.
- Successfully supported the opening and establishment of two new branches in Mararaba and Bassa Community, expanding the bank's market presence and access to new customer segments.
- Promoted and managed the bank's investment and loan products, identifying customer needs and matching clients with suitable financial solutions.
- Drove customer acquisition for savings, investment, and lending products through targeted marketing, relationship management, and community-based business development.
- Supported loan business development by identifying prospective borrowers, building customer relationships, and contributing to portfolio growth and business expansion.

- Executed targeted marketing and sales strategies to attract new customers, deepen existing relationships, and grow the bank's business portfolio.

Led and motivated staff to achieve operational and business development objectives while maintaining strong customer relationship

ARM LIFE INSURANCE

Financial Advisor | Jan 2018 – May 2018

Acquired and managed client portfolios, assessing financial needs to recommend customized life insurance and risk-mitigation solutions.

Implemented client retention strategies, providing continuous advisory services to ensure long-term customer satisfaction.

OLLS AND ROOSIE INVESTMENT LIMITED

Assistant Restaurant Manager | Aug 2016 – Dec 2017

Supported daily operations, staff supervision, inventory management, and customer service standards to maintain operational quality and profitability.

OILFIELD SPECIALIST, PORT HARCOURT

Store / Warehouse Manager | Sept 2012 – Nov 2013

Oversee material receiving, stock allocation, and physical inventory control across the warehouse.

Maintained accurate digital documentation of stock movements to ensure complete audit compliance and support operational planning.

Monitored product lifecycles and physical conditions to mitigate stock loss and optimize supply availability.

EDUCATION

Higher National Diploma (HND) in Banking & Finance | Imo State Polytechnic (2016)

National Diploma (ND) in Banking & Finance | Imo State Polytechnic (2014)

Senior Secondary School Certificate (NECO) | ItamOnem Model Commercial Secondary School, Nko (2007)