

VICTOR MARVELLOUS ONYEDIKACHI

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Objective

I am a results-driven Sales Professional with experience in customer acquisition, lead generation, business development, and relationship management. I have proven ability to identify prospects, generate leads, build client relationships, and support revenue growth across retail, insurance, and digital business environments. I am skilled in prospecting, negotiation, customer engagement, and sales conversion.

Achievements & Awards

- I registered and onboarded over 105 business partners through direct field prospecting and face-to-face sales for Dokitami in less than 2 months.
- I successfully operated in a high-volume cold-prospecting environment, repeatedly approaching businesses and converting strangers into registered partners for Dokitami.
- I built practical experience across the full field-sales cycle — prospecting, pitching, objection handling, onboarding, follow-up and partner activation.
- I was able to consistently generate and convert an average of 3 new clients monthly in a competitive insurance sales environment, successfully closing 13 insurance policies within a short tenure at Leadway Insurance.
- I successfully drove consistent client acquisition and revenue growth at Zickstack, securing an average of 6 clients monthly and contributing to a 25% increase in revenue performance through direct sales execution and client engagement strategies.
- I generated over 1,000 qualified leads through targeted outreach and copywriting campaigns, contributing significantly to community and masterclass growth.
- I achieved an approximate 30% lead-to-registration conversion rate through strategic messaging and audience engagement initiatives.
- I successfully identified, engaged, and qualified prospective clients through digital prospecting and relationship-building activities across multiple industries.
- I contributed to customer retention and repeat business by consistently building positive customer relationships and delivering excellent service experiences.
- I supported business growth objectives through market research, lead follow-up, customer acquisition efforts, and sales conversion activities across retail, insurance, and digital business environments.

Core Competencies

- B2B Sales
- B2C Sales
- Lead Generation
- Online Prospecting
- Client Acquisition
- Negotiation
- Customer Relationship Management
- Sales Presentations
- Customer Retention
- Objection Handling
- Closing Techniques
- Market Research
- WhatsApp Business
- Facebook Business Suite
- Social Media Marketing
- Customer Relationship Building
- Field Sales & Direct Selling
- Rapport Building
- Follow-Up & Lead Nurturing
- Referral & Partnership Development

Experience

- **Dokitami**

Medical Brand Activation & Partners Onboarding Officer.

 - Conducted daily field prospecting and face-to-face business visits to identify and approach potential partner locations.
 - Presented Dokitami's partnership proposition to business owners and decision-makers, handling questions and converting prospects into partners.
 - Recruited and onboarded business locations onto the Dokitami platform, including registration, activation and setup of partner locations.
 - Maintained relationships with onboarded partners and followed up to support partner engagement and verified customer orders.
 - Tracked field activities, partner activations and order-related performance while working within weekly performance reviews and aggressive field-sales targets.

May 2026 - August 2026
- **LeadWay Insurance**

Sales Associate (Contract)

 - Consistently acquired an average of 3 new clients monthly through active prospecting and relationship building in a competitive insurance market.
 - Successfully closed and managed a total of 13 insurance policies, ensuring proper onboarding and customer satisfaction across each client.
 - Converted prospects into paying clients by effectively communicating policy benefits and tailoring solutions to client needs.
 - Built and maintained strong client relationships, resulting in repeat engagement and referral opportunities.
 - Demonstrated persistence and target-driven execution in meeting monthly sales expectations within a structured corporate sales environment.

July 2025 - November 2025
- **Zicstack | Remote**

Client Acquisition Personnel(Contract)

 - Prospected and engaged potential clients through targeted digital outreach and relationship-building initiatives.
 - Acquired an average of 6 new clients monthly, contributing to sustained business growth and market expansion.
 - Helped increase company revenue by over 25% through consistent client acquisition and effective sales conversations.
 - Conducted market research to identify high-potential customer segments and emerging business opportunities.
 - Managed lead follow-up and nurturing activities, improving conversion rates and strengthening the company's sales pipeline.

December 2024 - March 2025
- **WEB3 University | Remote**

Lead Generation Expert & Copywriter

 - Generated over 1,000 qualified leads through targeted copywriting, messaging campaigns, and audience engagement strategies.
 - Achieved an approximately 30% conversion rate from leads to masterclass registrations, contributing to increased program participation.
 - Developed persuasive marketing copy and outreach messages that improved lead generation and engagement performance.
 - Identified and targeted high-potential audiences, helping to expand the reach of WhatsApp communities and channels.
 - Collaborated with team members to optimize campaign messaging and drive consistent growth in registrations and community engagement.

June 2024 - December 2024
- **Arbella's Supermarket**

Sales Representative

 - Assisted customers in identifying products that met their needs, providing excellent customer service and enhancing the shopping experience.
 - Built positive relationships with customers, encouraging repeat business and customer loyalty.
 - Handled customer inquiries, complaints, and product-related issues in a professional and timely manner.
 - Processed sales transactions accurately and ensured proper cash handling procedures were followed.

February 2022 - October 2022
- **Mercy Foods**

Production and Sales Assistant

February 2020 - October 2020

- Assisted in the production and packaging of food products while ensuring quality standards were maintained.
 - Supported daily sales activities by attending to customers, processing orders, and promoting products.
 - Built and maintained positive relationships with customers, contributing to repeat business and customer satisfaction.
 - Assisted in inventory monitoring and stock management to ensure product availability.
 - Handled customer inquiries and resolved complaints in a professional manner.
- **Adams College** January 2025 - June 2025
Marketing Research Assistant
 - Conducted market research and data collection to support marketing and student recruitment initiatives.
 - Gathered and analyzed feedback from prospective students, parents, and stakeholders to identify market needs and trends.
 - Assisted in the development and implementation of marketing campaigns aimed at increasing brand awareness and enrollment.
 - Supported outreach activities, presentations, and promotional events to engage potential students and partners.
 - Collaborated with team members to improve marketing strategies and achieve organizational objectives.

Education

- **University Of Uyo** 2019-2024
B. Sc. Sociology and Anthropology
- **Senior Secondary School Certificate** 2016-2019
Omole Senior Grammar School
- **Junior Secondary School Certificate** 2011-2015
HOPE DYNAMIC
- **First School Leaving Certificate** 2011
Dexter Child Montessori School

Interests

- Business Development and Entrepreneurship
- Sales and Marketing Research
- Professional Networking
- Personal and Leadership Development
- Digital Marketing
- Reading Business and Self-Improvement Literature
- Community Engagement