

UBASINEKE VIVIAN CHIAMAKA

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Objective

A dedicated business development and sales professional with experience across investment, banking, fintech, and technology sectors. Skilled in business development, client acquisition, relationship management, lead generation, prospecting, and customer engagement, with a proven ability to develop qualified opportunities and contribute to business growth.

Education

- Imo State University 2021
Bachelor of Science in Microbiology

Experience

OPTIVA CAPITAL PARTNERS — BUSINESS DEVELOPMENT EXECUTIVE June 2026 – Present

- Identified and developed new business opportunities through proactive prospecting, networking, referrals, and strategic market outreach.
- Built and maintained relationships with prospective and existing clients, understanding their needs and presenting suitable investment and immigration solutions.
- Promoted citizenship-by-investment and residency-by-investment solutions to prospective clients, including high-net-worth individuals and business owners.
- Managed sales leads and followed up consistently with prospects to move opportunities through the sales pipeline.
- Developed and maintained a strong network of prospects through events, corporate visits, hospitality locations, referrals, and other business channels.
- Collaborated with senior management and internal teams to provide clients with accurate information and support throughout the sales process.
- Prepared daily activity and prospecting reports while monitoring leads, follow-ups, and conversion opportunities.
- Maintained professional client relationships and delivered excellent customer service to encourage referrals and repeat business.
- Contributed to business growth by generating qualified leads and converting prospects into potential clients.

UNION BANK OF NIGERIAN — DIRECT SALES AGENT 2025 – Present

- Drove deposit mobilization and account acquisition in line with assigned monthly targets.
- Sourced and onboarded new retail and SME customers through field marketing, referrals, and relationship management.
- Promoted bank products including savings and current accounts, digital banking services, and loan products.
- Conducted KYC documentation and supported regulatory requirements.
- Maintained accurate sales records and submitted daily and weekly performance reports.
- Supported branch performance by achieving sales and customer acquisition targets.

MAGONET INTEGRATED TECHNOLOGIES LTD. — MARKETING SALES EXECUTIVE 2021 – 2023

- Handled customer enquiries, service requests, and complaints physically, via phone calls, and by email.
- Reached out to customers to inform, market, and promote company products and services.
- Ensured high levels of customer satisfaction through effective communication and resolution.
- Accurately recorded customer interactions and transactions in the CRM system.
- Collaborated with cross-functional teams to share customer insights and feedback.

SUDHA NIG. LTD. — BUSINESS DEVELOPMENT REPRESENTATIVE 2018 – 2021

- Drove new business by acquiring new clients and expanding new and existing relationships.
- Achieved sales goals and service targets by leveraging interpersonal communication skills and product knowledge to cultivate and secure new customer relationships.
- Contacted potential clients through cold calls and emails.
- Presented the company to potential clients.
- Identified client needs and suggested appropriate products and services.

IBRANET TELECOMS — SALES EXECUTIVE

2019 – 2021

- Assisted in administrative tasks such as raising invoices and maintaining customer sales records.
- Responded to customer queries and resolved objections to support purchase decisions.
- Contacted potential and existing customers by phone, email, and in person.
- Built and maintained strong relationships with existing clients to ensure customer satisfaction and retention.
- Collaborated with the sales team to achieve collective sales goals and share best practices.
- Attended industry events and exhibitions to network and promote the company's products and services.

CMTRADING — TELESales REPRESENTATIVE (FINTECH)

2024 – 2025

- Engaged potential clients via phone, email, and online channels to promote CMTrading's financial services and trading platforms.
- Consistently met and exceeded monthly sales targets by converting leads into active clients.
- Delivered persuasive sales pitches, explained product benefits, and guided clients through the account opening and funding process.
- Built and maintained strong client relationships, ensuring a high level of customer satisfaction and trust.
- Handled objections professionally and provided tailored solutions to meet client needs.
- Maintained accurate records of calls, leads, and conversions in CRM systems.
- Collaborated with the sales and support team to maximize client retention and revenue growth.
- Developed strong knowledge of forex and financial markets to effectively address client enquiries.

Certifications

- National Youth Service Corps Certificate of Completion.
- Customer Relationship Management 1, 2, 3 — Project and Management Institute, 2023.
- Social Media Management and Advertising — Digital Marketing Institute.
- Human Resources Management Professional — Project Safety and Management Institute.
- Social Media Management Incubator Program — Social Media Guru

Skills

- Sales and marketing
- Excellent written and verbal communication
- Problem solving
- Time management
- Teamwork
- Leadership

Technical Skills

- Microsoft Office Suite (Excel, PowerPoint and Word)
- CRM software
- Data analysis

Reference

- Available upon request.