

JOHN-OLORI GIFT OGHENEKEVWE

House 6, Olutayo Alao Street, River Valley Estate, Ojodu Berger, Lagos State

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PROFILE

- A path finding & result oriented client relationship management professional with about 4 years' experience seeking a role that will further enhance my skills.

PERSONAL ATTRIBUTES/SKILLS

- A Self-starter with a passion to achieve set targets.
- Excellent interpersonal, communication and negotiation skills.
- Proactive and strategic thinker.
- Strong passion for hardcore negotiations and closing deals.
- Strong commercial focus.
- Excellent customer service orientation.
- Ability to work under pressure and meet deadlines with minimum supervision.
- IT Savvy with good knowledge of Microsoft Dynamics Navision (ERP) & other office packages.

WORK EXPERIENCE

Kempt Harkulson Nigeria Limited: Jan 2017 - Present

Assistant Business Manager (Business Development)

Key Responsibilities

- Responsible for identifying potential corporate clients, accessing their credit worthiness and targeting them for closure.
- In charge of business development of all KHNL's business units; logistics, consular, travel management, documentation registration/consulting and protocol.
- Prepare proposals, business plans and presentations for potential & existing clients.
- Provides accurate forecast and ensures set sales targets for all business units are met.
- Liaise with various units to ensure clients' complaints are resolved speedily
- Responsible for handling hard core negotiations for company.
- Responsible for Marketing exercises as well as customer service follow up.
- Manages client relationships in partnership with Management
- Verify discrepancies and interfaces between KHNL and clients to reconcile client's billing issues and keeps records accordingly.
- Prompt follow up on payment of invoices based on contractual terms with clients.
- Preparation of weekly and monthly sales report.

AMT Nigeria Limited (Jan 2014-Nov 2016)

Key Account Manager

Key Responsibilities

- Served as a key interface between customers and operations team.
- Researched the market for potential clients and followed up to secure business.
- Responsible for maintaining and expanding relationship with clients managed.
- Liaised with Air/shipping lines/terminal operators for rates and prepared quotation accordingly.
- Followed up customer freight and co-ordinated shipments from point of origin to point of destination.
- Advised clients on Nigerian Import and export rules and administration
- Received new job requests from specified accounts, issued quotation and proforma invoices as required.
- Managed Jobs throughout the transaction life cycle and ensured clients were regularly updated.
- Sent weekly status report of ongoing jobs to key stakeholders
- Respond to emails, calls and maintain relationship with clients.
- Verified billing discrepancies and interfaced between Management and clients for reconciliation.

Bojack Marine & Logistics Services: Feb 2014 - Feb-2015
Business Development Executive

Key Responsibilities

- Researched the market for new sales leads and followed up to secure business.
- Maintain relationship with existing clients.
- Worked co-operatively with management to ensure company's objectives are met.

National Youth Service Corps- Benin City

Imaguero College, Benin City.

EDUCATION

2016 - Date	Obafemi Awolowo University, ILE-IFE MBA: Marketing Option (In view)
2015	Diploma in Accounting and Business (ACCA, UK)
2006-2010	University of Port Harcourt, Rivers State BSC Economics (Second Class Division)
1999-2005	Bereton College, Port Harcourt, Rivers State Senior Secondary School Certificate

PROFESSIONAL MEMBERSHIP

Certified International Trade Logistics Specialist; CITLS - from IIEI
(International Import Export Institute, Arizona USA)

BIODATA

Date of birth:	24 April 1988
Nationality:	Nigeria
State of Origin:	Delta
State of Residence:	Lagos State
Sex:	Female

Referees to be provided on request.