

OBI IKEAKO

Hasselvägen 31, 29160 Kristianstad, SWEDEN. ikeako@yahoo.com | (+46) 72 1867893

SKILLS & ABILITIES | 16+ years experience in sales. 15+ years experience in teaching and instructional design. Ethical and results-oriented. Good listener. Effective communicator. Calm, helpful. Excellent customer service skills. Successful in driving customer points of sale. Persuasive. Experienced in prospecting, building successful relationships including B2B. Supportive team member and professional manager. Excellent documentation skills. Work well under pressure.

Knowledge of Articulate Rise, Storyline, Audacity, web design and sales software: SIEBEL CRM and Salesforce. Typing speed 55 wpm.

Current citizenships: Sweden (EU), Nigeria, Jamaica.

EXPERIENCE | **SELF EMPLOYED. IKEAKO MULTIMEDIA. SWEDEN**

2018 – Present

Technical writing and instructional design

NIGHT OPERATOR ABM INDUSTRIES. DENVER, USA

2016 – 2018

Transport operator and trainer at the Denver International Airport. Coordinated ground transportation onto the airfield runway and between planes at night. I had the airports highest civilian Security Clearance.

DIRECT SALES AREA SPECIALIST COMCAST CABLE (XFINITY). DENVER, USA.

2014–2015

Handled all sales and administrative tasks within the sales order process for Comcast Xfinity including determining client need, providing solutions and alternatives, conducting background credit checks and contract signing. Ensured equipment transportation, delivery and installation in close coordination with internal departments. Provided product knowledge and delivered customer service.

LICENSED STOCK BROKER/FINANCIAL ADVISOR DENVER, USA

2008 – 2014

Served as the company's main customer service contact. Assessed client needs and created plans to help them reach their goals. Evaluated multiple financial products and external vendors. Ensured timely and efficient delivery of products and services. Followed up to ensure customer satisfaction. As a Financial Advisor with Bank of America/Merrill Lynch, I successfully expanded client networks and business relationships through in-depth product knowledge, efficient customer service and sales contact (via phone calls, emails, presentations, networking and face to face contacts).

SALES ACCOUNT MGR. DISCOVER CREDIT CARD, USA

2006- 2007

Provided service and advice to credit card customers. Sold value-add services. Exceeded month sales targets by 360%

FOUNDER/CHIEF OPERATIONS OFFICER JBGF, JAMAICA

2003 – 2005

Founded non-profit organization. Built successful business relationships with key decision makers in the government, private sector and academia. Coordinated non-profit company's successful marketing, promotions, media and fundraising efforts. Negotiated sponsorship from Nestle, Hilton Hotels, Guardian Insurance Group and other large corporations. Negotiated exclusivity media sponsorship agreement with CVM Group, Jamaica's largest

media conglomerate. Coordinated events with major academic institutions. Received sponsorship and endorsement from the Jamaica Tourist Board.

TEACHER MINISTRY OF EDUCATION SCHOOLS, JAMAICA
1995 – 2005

Taught in Jamaican high schools and as an assistant lecturer in a community college. Taught Geography, Social Studies and General Paper. Provided students, parents and carers with timely, accurate and constructive feedback on learners' attainment, progress and areas for development in line with school assessment, recording and reporting policies.

EDUCATION | MA TECHNICAL COMMUNICATIONS AND E. LEARNING
UNIVERSITY OF LIMERICK.

BSC GEOGRAPHY
UNIVERSITY OF JOS.

CERT IN SALES AND MARKETING
UNIVERSITY OF THE WEST INDIES. GPA 4.0

CERTIFICATE IN CISCO COMPUTER INTERNETWORKING.
CISCO ACADEMY/NTA STONY HILL, JAMAICA

FINRA/NASD (USA)
SERIES 7 (GENERAL SECURITIES REPRESENTATIVE EXAMINATION)
SERIES 63 (UNIFORM SECURITIES AGENT STATE LAW EXAMINATION)
SERIES 66 (UNIFORM COMBINED STATE LAW EXAMINATION)

COLORADO DIVISION OF INSURANCE (USA)
COLORADO LIFE INSURANCE PRODUCER EXAMINATION
COLORADO ACCIDENT AND HEALTH PRODUCER EXAMINATION

LEADERSHIP | Colorado Chess Association, President (2012-2013).