



**Nwafor Christopher Ikpeama**

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**Gender : Male**  
**Location : Dubai**  
**Nationality : Nigeria**  
**Language : English (Excellent)**  
**Romanian (Good)**  
**Georgian (Good)**  
**Visa Status : Own Visa (Active)**

#### **Academic Qualification**

***Bachelor of Science in Philosophy*** ***2004 - 2008***  
***Anambra State University***  
***Uli, Nigeria***

***Hospitality Management*** ***2014 - 2015***  
***American University for Humanity***  
***Tbilisi Georgia***

#### **Career Objectives**

- ***To enhance skills and develop career through training or any given tasks to gain experience and exposure in management field.***
- ***To be in an organization that has highly professional work environment and excellent market reputation so as to develop my career.***
- ***To obtain a long team career as a marketing strategist / sale, business administrator in an organization that will enable me to utilize my experience and equally acquire new ones and be a team player.***

## Personal Qualities

*Able to work independently to achieve excellent results, quick study, welcome new challenges, energetic sense of responsibility, dynamic team player, good counseling skills, result oriented and highly initiative, strong analytical and interpersonal skill, along with thoroughness in carrying out tasks, motivation to succeed in competitive environment, strong skills in negotiation and relationship management, strong leadership skill with ability to work independently and proper scheduling to meet tight deadlines, able to plan, organize, able to formulate and implement innovative strategies.*

## Technical Skills

*Knowledge of basic computer applications, networking using mobile technology, mobile communication and software, file conversion and compression, graphics designs.*

## Management Skills possess

- *Possess innovation, time management, decision making, negotiation, creative, communication, planning and organizing, teamwork, leadership, motivation, problem solving, interpersonal, strategic marketing, cultural adaptability, management and multi-tasking skills.*
- *Proficiency with PC, good traveling experience.*

## Working Experience

**February 2015 – January 2018**

**Company:** International Travel Network (ITN)

**Position:** Sales

**Location:** Sofia, Bulgaria

**Head Quarters:** Los Angeles

## Job Description

- *Discuss a sales theme or point-of-interest topic for the agents. Develop contests, awards and themes that increase team's' loyalty and focus.*
- *As Customer Support Agent deliver exceptional customer service to existing customers by helping travelers before, during and after sales with anything from ticket exchanges and refunds to travel enquiries and force majeure situations.*
- *Work closely with other agents to find and deliver the best solutions to clients in a designated time.*
- *Make sure clients are happy and satisfied with our services from start to finish, ensuring repeat business.*
- *Secure and close sales deals.*

**February 2018 – December 2019**

**Company:** Uniform Tax Credit

**Position:** Telesales Agent

**Location:** Chisinau, Moldova  
**Head Quarters:** New Castle (UK)

#### **Job Description**

Initiating sales with potential customers over the phone.  
Asking questions to engage customers and keep the conversation going.  
Listening to the customers needs to generate repeat sales.  
Gathering and documenting customers information, payment methods, purchases and reactions to products.  
Keeping up to date with products and informing customers about new products.  
Answering customers question on the products.  
Meeting sales quotas.

**January 2020 to present**

**Company:** Dak Real Estate  
**Position:** Property consultant  
**Location:** Dubai, UAE

#### **Job Description**

**Brokage Services, Property Management, Marketing**

- *Networking via emails.*
- *Being able to telemarketing.*
- *Answering calls and emails and providing details of the available properties for sale/lease.*
- *Accompanying clients to the site for viewing and explaining the specifications of the property.*
- *Taking photos of the properties and advertise them.*
- *Making cold calls to investors to get leads.*
- *Preparing tenancy and sales/lease documents.*
- *Applying for Ejari Certificate.*
- *Preparing Memorandum of Understanding in terms of sales.*
- *Doing property valuation.*
- *Attending transfer with my client and direct them to the trustee office.*
- *Proofreading and finalising the website advertisement and other marketing materials*

#### **Seminar and Webinar Attended**

**Business Leadership Skill (BLS)**

**Webinar on making a difference by Ahmed Izham Omar, COO- Media Prime Berhad**  
**COO/CEO- Prime Works Studios S/BON 21-09-2012 At 4pm in LT1, ICSK**

Reference can be provided upon request