

SIMON ALAGBE

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SUMMARY

Highly motivated senior trainer with experience in training small and large groups across diverse industries. Proven success in leveraging educational theories and methodologies to design, develop, and deliver successful training programs and integrate instructional technology to provide onsite and virtual training.

Proficient Senior Account Manager with over 4 years of experience delivering outstanding results in sales execution, investment advisory service delivery and market analysis in the financial services industry. Practical problem-solver with an advanced understanding and application of financial analysis, project planning, product management, accounts administration, sales management and customer service. Demonstrated interest in forex and crypto trading.

EXPERIENCE

Rally Trade Nigeria Limited, Nigeria

Assistant Head of Training and Retention

Dec 2021 – Date

- Oversees the training activities of the company
- Develop training programs for clients at all levels

Senior Training Manager

January 2021 – November 2021

- Carrying out custom-made macroeconomic research on global, foreign exchange and commodity markets, creating daily and weekly content for Rally Trade' clients.

Market Analyst and Trainer

Feb 2020 – December 2020

- Contributing to the development of the Rally Trade Trading Signals tool to provide support and guidance for clients trading the foreign exchange markets.

Senior Account Manager

Jan 2019 – Jan 2020

- Develops new business, as well as maintains previously established customer accounts.
- Built a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors.
- Negotiates contracts and closes agreements to maximize profits.
- Collaborates with internal departments to develop offerings that fit customers' needs.

Sales Account Manager

Sep 2017 – Dec 2018

- Performed market and valuation analysis on under-penetrated accounts and drove the development of new customers.
- Attained over 70% of sales targets in successive months. Completed the account management training program in minimally allotted time by leading the class in advertising renewals, new ads, and other various sales metrics.

Junior Sales Account Manager**Mar 2017 – Aug 2017**

- Participated in the sales cycle from prospecting to closing deals, forecasting, and strategic planning.
- Provided sales support to industrial customers across assigned market territories.

Forextime West Africa Trading Limited (Fxtm), Nigeria**Account Service Manager (Internship)****Dec 2016 – Jan 2017**

- Managed CRM updates and built client portfolios.
- Actively followed up on queries and provided timely feedback to customers.

Advans Lafayette Microfinance Bank, Nigeria**Relationship Officer****2015 – 2016**

- Ensured conformity to entire Client Due Diligence (CDD) needs for prospective and existing clients.
- Strategically managed customers' supporting campaign and marketing operations.

OTHER EXPERIENCES**Bytom Blockchain (Crypto Project) – Product and Community Manager****2020- Date****The Hash Speed (Crypto Project) – Product and Marketing Manager****2020 – 2021****TRONCLASSIC (Crypto Project) - Marketing Analyst****2018-2019****Victory Christian College, Nigeria – Economics Teacher****2014 – 2015****Government Day Senior Secondary School, Taraba, Nigeria – Mathematics Teacher****2013 – 2014****SKILLS AND EXPERTISE**

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|--------------------------------|--|
| • Market Analysis | • Project Planning |
| • Financial Analysis | • Agro-Economics |
| • Sales Management | • Customer Service |
| • Statistics and Data Analysis | • Product management |
| • Relationship Management | • Microsoft Office (Word, Excel, Powerpoint) |
| • Account Administration | • Negotiation & Conflict Resolution |

EDUCATION**MSc in Blockchain and Digital Currency – University of Nicosia, Cyprus****June 2020- Mar 2022****Bachelor of Agriculture in Agricultural Economics – University of Ibadan, Nigeria****Sept 2007-Oct 2012****TRAINING AND CERTIFICATION****Introduction to Digital Currencies – University of Nicosia, Cyprus****2019****Diploma in Customer Service – Alison.com****2017**