

## **Abstract**

# **What is 'Good Death'? A Comparative Analysis of Christian and Islamic Perspectives on End-of-Life Care in Abuja and Salzburg through the Lens of Ars Moriendi**


This study explores the cultural and religious conceptions of living and dying well within Christian and Islamic traditions in Abuja, Nigeria, and Salzburg, Austria. Through the lens of Ars Moriendi, which discusses the art of dying, the research examines how these traditions shape individuals' views on what constitutes a "good death." The study delves into how family, community, and religious leaders guide individuals through the end-of-life process, as well as how modern medical ethics and legal frameworks in both regions interact with religious and cultural norms. The broader focus lies in understanding how religious teachings and cultural practices help navigate the dying process with dignity, autonomy, and community support.




## CONTACT

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 Salzburg, Austria

## EDUCATION

2021 - 2026

UNIVERSITY OF SALZBURG

- PhD End of life care

2023 - 2024

UTIVA

- Diploma Tech Sales

2013 - 2016

UNIVERSITY OF ILORIN

- M.A Development Studies

2009 - 2012

UNIVERSITY OF ILORIN

- B.A Comparative Studies

2008 - 2010

THE POLYTECHNIC IBADAN

- Diploma in Marketing

## SKILLS

- B2B and B2C Sales Strategies
- CRM Software
- Marketing Research Analysis
- Negotiation and Closing Techniques
- Pipeline Management
- Generative AI
- Emotional Intelligence
- Up selling and Cross Selling

## LANGUAGES

- English ●●●●●
- German ●●●●●

# FEMI MAKINDE

SALES PROFESSIONAL

## PROFILE

Results-driven Sales Representative with 10+ years in B2B sales, account management, and business development across Europe and Africa. Co-Founder of ChargeGrid Africa Ltd., combining entrepreneurial drive with market insight to deliver customer-focused solutions. Proven success at Enterprise (Executive Lease) and Greeninfra GmbH, driving pipeline growth, closing high-value deals, and exceeding sales targets. Skilled in cold calling, lead generation, consultative selling, and negotiation, with a track record of delivering measurable revenue growth.

## WORK EXPERIENCE

 **ChargeGrid Africa LTD** Aug. 2025 - Present

Co-Founder

- Leading ChargeGrid Africa LTD, driving clean energy and sustainable charging solutions in Africa.
- Managing business development, partnerships, go-to-market strategy, branding, and stakeholder engagement.
- Overseeing operations and compliance for smooth launch and growth.
- Freelance Sales Representative at Greeninfra GmbH.

 **Greeninfra GmbH** June 2025 - Present

Freelance Sales Representative

- Generated qualified leads via cold calls, emails, and LinkedIn; scheduled discovery meetings to present renewable energy solutions.
- Managed sales pipeline in CRM, supporting AEs with demos, proposals, and deal follow-ups.
- Served as first contact for prospects, consistently meeting SDR activity targets.

 **Enterprise, Executive Lease GmbH, Salzburg** Nov. 2024 - Present  
Sales Representative

- Managed B2B and B2C leasing operations with tailored client solutions.
- Coordinated and documented engagements, streamlining workflows for efficiency.
- Maintained accurate records and reports to support data-driven decisions.

**Souvenirs of Salzburg, Salzburg** Dec. 2023 - Nov. 2024  
Shop Manager

- Managed operations, inventory, staff scheduling, and cash handling.
- Boosted satisfaction +15% and repeat business; exceeded sales targets by 20%.
- Optimized inventory (98% in-stock) and increased revenue 25% through merchandising and promotions.

CERTIFICATIONS  
/ TRAININGS

- Diploma Product and Social Media Marketing , Utiva 2024

LINKEDIN COURSES

- Project Management, December 2024
- Generative AI, November 2024
- Communication, October 2024
- Emotional Intelligence, November 2024
- Business Intelligence Analyst, January 2025

ACHIEVEMENTS

- Exceeded monthly and quarterly sales targets by 15-20%, driving 25% branch revenue growth and higher customer retention.
- Surpassed quotas for 10 straight months, achieving up to 130% of target.
- Ranked in the top 10% of sales reps across Europe for revenue contribution.
- Drove upselling and cross-selling, lifting transaction value by 18%.
- Built strong client relationships, boosting repeat business by 20%.

WORK EXPERIENCE

Mesgarzadeh (Der Teppisch.com), Salzburg

Sales Assistant

- Advised customers on premium carpets and flooring solutions.
- Exceeded monthly sales targets through upselling and cross-selling.
- Maintained an organized showroom to enhance the customer experience.
- Built strong customer relationships, driving repeat business and satisfaction.

Nelsmak Global,, Ilorin

Business Development Manager,

Jan. 2021 - Oct. 2023

- Developed and executed client acquisition and retention strategies, growing portfolio 35%.
- Acquired 72+ new clients annually through cold calling and targeted outreach.
- Strengthened relationships, achieving 78% client retention via personalized service.
- Collaborated with cross-functional teams for smooth project execution and efficiency.

SEAP Microfinance Bank, Ilorin

Jan. 2018 - Nov. 2021

Account Manager

- Managed SME loan portfolio, providing tailored financial solutions.
- Grew loans 30% and maintained 90% client retention.
- Reduced delinquency 20% through risk assessment and repayment monitoring.
- Streamlined loan applications, cutting processing time 25% and improving client satisfaction.

Bible Wonderland, Lagos

Customer Service & Customer Success

March 2015 - Jan. 2018

- Delivered administrative and customer support services, streamlining processes to improve client satisfaction.
- Implemented feedback mechanisms, resulting in a 20% increase in customer retention rates.

REFERENCES

Available on request

July 2012 — March 2015