

# IDANEGBE VALENTINE OSE.

<https://www.linkedin.com/in/idanegbe-valentine-5890b122a/> [

[email: idanegbevalentine@gmail.com](mailto:idanegbevalentine@gmail.com)

[+2348100369008](tel:+2348100369008)

## **PERSONAL PROFILE STATEMENT**

I am hard-working, enthusiastic, proactive and a success driven Professional, with a proven track record and years of demonstrated experience in Business Management, Project Management and Strategic Management. A member of Sundolous Africa leadership institute. I have a methodical, customer focused approach to work and a penchant for excellence. I am excellent at multitasking and working in a challenging and fast-paced environment. I am committed to contributing positively to the overall growth of any organization.

## **SUMMARY OF WORK EXPERIENCE**

### **LAPO Micro- Finance Bank; Branch Manager (2012 - 2015).**

- Initiate, educate and client support/ Loan Officers on group loan/savings.
- Interphase and liaise between the clients and the organization.
- Manage the loan port-folios of different groups and small business groups.
- Ensuring every department work in line with the organization's standard of operations
- Manage the day to day affair of the Branch office
- Giving weekly, monthly reports on the level of growth and port – folio expansion to top management.
- Ensure clients are properly trained before disbursement
- Ensure timely repayments are made on loans.
- Ensured proper appraisal of clients

### **V&T Limited, (FMCG Company) Business Development Manager.( 2015 - 2020)**

- Achieve growth and hit sales targets by successfully managing the sales team
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives

- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status

#### **Egatee Nigeria (FMCG company) Business Development Manager (2020-2021)**

- Drafting of sales plans and the road-map to achieving them.
- Ensuring that the business developers are performing their respective duties optimally.
- Preparing monthly reports on sales and appraisal of staff.
- Generally attending to the welfare of the staff in the Benin region.
- Taking record of sales and cash receipts using excel spreadsheet.
- Ensuring that sales quota/targets for the region are met
- Work with the sales and marketing team to define pricing structure for company products

#### **Insidemarket Nigeria Limited; Regional Sales Manager (2021-2022)**

- Setting of individual and divisional targets in alignment with the strategies and policies of the company
  - Establish sales objectives by projecting expected sales volume and forecasting and developing sales quotas for territories and the region
  - Develop and implement new programs, sales initiatives and strategies to capture key demographics
  - Document customer interactions, accounts.
  - Design cross-selling programs and campaigns
  - Ensure the effectiveness of cross-selling activities by guiding employees
  - Uplift the regional sales volume to its possible best
  - Organize training for new staff
  - Develop and review long- and short-term sales strategies
  - Develop and maintain channels between product developers and resellers

#### **Interior Woodwork Limited; Head, Sales and Marketing(contract for 6 months) (Jan., 2024-June, 2024)**

- Leading the development of all marketing plans
- Ensuring the implementation of effective marketing strategies.
- Reviewing and reporting on all areas of the marketing strategies and its implementation.

- Developing the corporate brand identity in consultation with senior managers, executives, and partners.
- Collaborating with senior team members across all departments to uncover insights and create innovative marketing and branding strategies.
- Monitoring, reviewing, and reporting on all marketing activities, results, and Return on Investment (ROI).
- Conducting strategic marketing analysis that will help guide marketing messages.
- Overseeing social media planning and execution.
- Consistently identifying new or expanded revenue opportunities and strategising the implementation of plans.
- Conception, development and implementation of marketing plans and strategies, product concepts and promotional programmes to drive interest and sales.
- Working to continuously ensure the company marketing goals are communicated across the entire organization and improving the company's marketing outreach efforts.
- Ensuring that all current marketing and copyright regulations comply with accepted professional standards, policies, procedures, and legislation.
- Promoting and embedding strong and inspirational leadership to the entire team by demonstrating the company's values and championing the leadership behaviour framework.
- Efficiently managing annual marketing budgets.
- Routinely sharing strategies, progress, results, learnings, and relevant industry trends, with the broader team

**Alerzo Nigeria Limited (FMCG Company) Procurement and Market Intelligence Manager. (2022 till date)**

- Identify pricing solutions through cost/benefit analysis of different scenarios or best practices
- Identifying the procurement needs of the entire organization.
- Managing direct procurement processes, including the purchasing or obtaining of raw materials, resources, goods, and services for manufactured goods.
- Managing indirect procurement, including the purchasing of goods, services, supplies, and materials needed for daily operations.
- Managing procurement budgets, strategies, and payment processes.
- Developing and implementing cost-effective procurement strategies and policies for the purchasing of raw materials, goods, and services.
- Managing the procure-to-pay process, including requisitioning, purchasing, receiving, invoicing, and paying for goods and services.
- Evaluating and strategic sourcing of potential suppliers.
- Negotiating contracts with vendors to secure the best deals and terms.
- Ensuring the timeliness and effectiveness of goods and services.
- Forecasting to predict future demand for goods, services, and purchase requisitions.
- Collaborating with internal departments to ensure procurement needs are met.
- Finalizing purchase details and approving purchase requests and purchase orders.
- Perform competitor analysis on similar products and service

- Work with the sales and marketing team to define pricing structure for company products

#### EDUCATION & QUALIFICATION

- Ugiomo Secondary School, Benin, Benin City (2000 - 2005) WASSCE O'Level
- University of Benin, Benin City, Edo State. (2005 - 2010) *Political Science and Public Administration. (2<sup>nd</sup> Class Division)*

#### PROFESSIONAL CERTIFICATIONS

- Sundoulos African Leadership Institute Nigeria (SALT) Membership 2010
- Institute of Strategic Management Nigeria (ISMN) Associate Member (2011 - 2012)
- Project Management Professional Institute Nigeria(PMPI) Project Management Professional (2011 – 2012)

#### HIGHLIGHTS OF SKILLS

- Strong Work ethics.
- Ability to handle a range of operational and administrative duties..
- Use of Microsoft office tools, excel spreadsheet, powerpoint etc.
- Strong management ability.
- Risk and assessment ability.
- Relationship development and management skills etc.