
DERRICK I. MGBO

33 Landbridge Avenue, Oniru Victoria Island, Lagos State | 09087347186| derrickmgbo@yahoo.com

SALES & BUSINESS MANAGER

- ✦ Sales and business analyst with 7 years' professional experience **managing business relationships, collaborating with internal stakeholders** to enhance business processes , **identifying new business opportunities** - including new markets, growth areas, trends, customers, products and services to enable the organization deliver on its corporate goals and enhance shareholder value.
- ✦ Committed to **continuous improvement** through simplifying processes and designing procedures focused on operational efficiency, identification of new risks both upside and downside to enhance or mitigate against the effect.
- ✦ Skilled in maintaining and improving relationships with the client, providing technical advisory, resolving strategic and tactical issues, experienced in strategic planning and operational management,
- ✦ Microsoft Office Specialist with practical experience in creating Business Models and Executive Dashboards using Excel & Power BI.
- ✦ APPLICATION SOFTWARE: SAP Database, Power BI, Certified Business Analyst.

COMPETENCIES

Data Analysis | Portfolio Management | Client Relationship Management | Business & Strategy
| Business Intelligence| Management Reporting | Business Process Improvement | Business Analysis| Regulatory Compliance| Vendor Management | BI, ERP & Big Data Platforms |

PROFESSIONAL EXPERIENCE

INVESTMENT ASSOCIATE MAY 2020 – Date [LIDYA FINANCE NIGERIA]

- ✦ **Group Team lead**
 - Collaborates effectively with the team of investment analysts to achieve better results through performance monitoring and trainings.
 - Conducts market research to evaluate customer needs and identify selling possibilities.
 - Actively seeks out new sales opportunities through promotional strategy/activities. cold calling, networking, and social media.
 - Seeks methods of improving the way the business operates to enhance its operational efficiency.
- ✦ **Corporate Relations**
 - Handles and promotes business relationships with key stakeholders, who constitute the primary client base of the company's portfolio, which include corporate executives, professional business associations amongst others in Dangote, MTN, E- Transact, and Xpress payments, Seven Up, Mouka, Unified Payment ,Streamline etc.
 - Set up meetings with potential clients and listen to their wishes and concerns
 - Negotiate/close deals and handle complaints or objections from customers or prospects and share with internal teams for resolutions.
- ✦ **Management Performance Reporting (MPR)**
 - Creates frequent reviews and reports with sales and financial data, findings are presented to Senior Management, in which recommended strategies and controls/action plans to be implemented are deliberated and approved.

- Provide insights based on identified trends in the global and local industry which ensures value creation which supports informed and pro-active decision making at all level of the organization.
- Generates daily/monthly performance reports for the analyst on the team.

✦ **Legal Representation**

- Surrogacy for Lidya on high profile litigation matters.
- Liaises with Lidya's partner law firms and debt collection agencies, engages with necessary internal and external stakeholders required for proper discharge of their duties, roles and responsibilities.
- Ensures all litigation decisions are being enforced, timely collections are completed, as well as tracking of all cases in court and report on any change to court proceedings.

SENIOR INVESTMENT ANALYST / CREDIT ADVISORY MAY 2019 – MAY 2020 [LIDYA FINANCE NIGERIA]

- ✦ **Team lead** -Managed a team of investment analysts, supervised the analysts' engagement, acquisition and relationships with clients across sectors in E-Commerce, consumer goods, healthcare and financial services industries. A portfolio of 200 million naira was been created and maintained through effective management of the team of analysts.

✦ **Customer Acquisition:**

- Created sales pipelines, promoted and sold Lidya's products using solid negotiations to existing and prospective clients across relevant sectors.
- Managed appraisal of customer loan applications, and approvals/ rejection of applications within agreed timelines and loan limits.

- ✦ **Data Analytics** – Generated structured reports periodically on Lidya client's financial status and risk exposures, to senior management and highlighted possible areas for improvement based on trends.

✦ **Loan Portfolio Growth**

- Developed long and short-term strategies and tactics for meeting the Portfolio's growth targets, primarily loan originations, revenue and profit.
- Executed the investment team's plan and strategy, communicated expectations and obligations to the investment team to optimize the value of the loan portfolio.

BUSINESS AND COMPLIANCE OFFICER | March 2016 – April 2019 [DANGOTE GROUP]

✦ **Business Strategy & Compliance**

- Benchmarked existing company policies and regulations against the current internal and external trends in the cement business environment, developed and implemented improvements which were incorporated into the various KPI's of all departments at the Dangote cement plants Nigeria (Mines, Production, Transport, Procurement and Strategic Supply)
- Coordinated compliance testing for Dangote Plant worth 7 Billion Naira and proffered cost-efficient strategies which reduced overhead cost by over 500M.
- Initiated and implemented the evacuation trucks strategy which significantly improved sales of cement in the fourth quarter of 2018 and increased sales by 30%.

✦ **Special Investigations/ Projects**

- Anchored special project assigned from the President's office at Dangote Cement Pan African plants (Tanzania, Ghana, Ethiopia and Senegal). due to their cultural and institutional diversity from Nigeria and also the mode of funds repatriation.
- Participated in systems verification and special investigation of transport, sales and marketing, treasury strategic supply departments in Dangote' s plants at Ogun and Kogi State, which revealed the understatement of financials by N1.4Billion.

✦ **Inventory Management & Stock Reconciliation**

- Conducted business audits in 29 different states in Nigeria, through Stock Reconciliation on Cement Depot Operations and systems.
- Reviewed document reviews on associated transactions to validate accuracy and escalated when discrepancies were identified.

✦ **Management Reporting**

- Prepared Monthly Management Report which detailed the achievement of Dangote Cement Departments in Nigeria and across all African Countries
- Prepared adhoc technical reports by collecting, analyzing and summarizing information/trends
- Performed advance data analysis referencing Pan Africa production, dispatches and sales which was presented to the president's office.
- Executed sales, logistics & production analysis with the material database (SAP) and Microsoft Power BI, retrieving statistics and information to create forecasts through patterns and trends.

- ✦ **Client Management**-Ensured that major Cement Distributors' accounts are fully reconciled, maintained excellent relationships with key Cement Distributors to make sure over-timed account credits are duly utilized.

RELATIONSHIP ADVISER| OCTOBER 2013 – JANUARY 2015 University of Portsmouth, United Kingdom

- ✦ Provided support services for international students, including new student orientation, academic advising, housing, immigration services, health insurance, social activities among other things.
- ✦ Worked as the Content Administrator for the International Student Hardship Funds.
- ✦ Offered academic advice and counsel; was responsible for resource management.

RELATIONSHIP OFFICER |DECEMBER 2011 – AUGUST 2013 Zenith Bank, Lagos State

- ✦ Educated customers on product options, promoted bank offers and upsold the Bank's products and services.
- ✦ Monitored customers' account balances, implemented innovative marketing tactics to increase assets and profitability.
- ✦ Developed and maintained positive relationships with customers, generating new business and identified business opportunities.
- ✦ Processed payments and withdrawals, provided support to customers, responded to customer enquiries, and promoted the bank's products and services.
- ✦ Worked as a Cash Officer and Teller Administrator, monitored the Branch's cash limit and ensured prompt expatriation of excesses, ensured accurate and timely processing and reconciliation of General Ledger accounts and verified that vault/reserve cash movement differences were resolved daily.
- ✦ Coordinated cash movement between branches and managed the Branch's Automated Teller Machines.
- ✦ Managed the Funds Transfer Desk, ensured all daily transfers were done on time.

PROFESSIONAL CERTIFICATION

✦ Professional Business Analyst (PBA)	In progress
✦ Microsoft Professional Program Certificate in Data Analysis	2018
✦ Power BI Expert Certified	2017
✦ Project Management Professional Certified	2013

EDUCATION

✦ M.Sc., Business Management, University of Portsmouth, United Kingdom	2014
✦ B.Sc., Economics, Covenant University, Nigeria	2011
✦ West African Secondary School Certificate, King's College, Lagos State, Nigeria	2005