

Onye Annabelle Rumuna

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A resourceful, multifaceted corporate lawyer with strong interpersonal skills and a passion for commercial law practice, innovative problem solving and project management looking to exchange current industry experience for a challenging and dynamic opportunity to facilitate growth and development on a socially conscious level.

- Project Management
- Relationship Management
- Sales and Marketing
- Commercial Advisory
- Performance Management
- Business Development
- Real Estate Advisory
- Corporate Finance
- Corporate Communications

PROFESSIONAL EXPERIENCE

ALLIANCE LAW FIRM, Lagos, Nigeria

Mar 2018 – Present

Executive Associate, Dec 2019 – Present

- Expert Commercial Advisory and Legal Opinions: Advising on financing of commercial projects and/or transactions, and acquisition and disposal of assets; Providing expert legal support and strategy solutions to both foreign and local clients in matters involving Real Estate, Tax and Aviation.
- Strategic Planning: Tasked with planning and executing business development strategy at the firm and welfare initiatives of the Nigerian Bar Association (NBA).
- Business Development and Corporate Communications; responsible for media correspondence and image creation of the firm, firm representative at external events. Also successfully signed four (4) new clients to the firm, one of which is a major IOC.
- Supervision and Delegation of Tasks.

Accomplishments

- Appointed as member of the Executive Council of the Nigerian Bar Association (Lagos Branch) and currently serving as the Assistant Public Secretary of the Branch.
- Co-opted as a member of the 2020 Nigerian Bar Association (NBA) Technical Committee Conference Planning (TCCP).
- Appointed as the Assistant Secretary of the COVID-19 Welfare Committee of the NBA Lagos Branch
- Acting as a key team member of several notable commercial transactions in the firm's new practice areas.

Associate, Mar 2018 – December 2019

- Providing Expert Commercial Advisory and Legal Opinions
- Policy Drafting and Implementation: Assisted in the drafting of policy documents, organic and operational documents for clients in all sectors
- Produce Reports and Articles: Tasked to produce Reports and Articles on relevant issues. Published author in Media, Entertainment and Intellectual Property in Gravitas Legal & Business Resources Magazine¹.
- Corporate Consultancy: Provided expert legal support and strategy solutions to foreign and local clients in commercial settings

Accomplishments

- Acted as a key team member of several notable commercial transactions within the firm.
- Introduced the Firm to its 'IMET' Practice area; Intellectual Property, Media, Entertainment and Tech.
- Acted as the Secretary, Finance and Fundraising Subcommittee of the Nigerian Bar Association (NBA) 2019 Technical Committee Conference Planning (TCCP). This involved expert use of Microsoft Excel in the creation of a workable budget of over 900m naira, for the 12,000 delegate, 1-week conference. Further assisted in support resource mobilization, disbursements and correspondence between corporate entities, state governments and other potential sponsors the Conference and the planning committee.
- Appointed as a member of the Lagos Dinner Planning Committee.
- Successfully signed new clients to the firm within 6 months of arrival.

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RaftersNg Lagos, Nigeria

Feb 2018– Present

Co-Founder

- Began facilitating the sales and rentals of property making use of an extensive network built over years.
- Evaluated statistics and data with the use of social media and our marketing website to deliver valuation analytics and support rapidly changing business models.
- Providing legal advisory, contract drafting and agency services for clients looking to purchase Real Estate across Nigeria.

Accomplishments

- Managing sales and rentals of the extensive property portfolio of one of the foremost real estate development companies in Nigeria.
- Facilitated the sale and rental of properties in Ikoyi, Victoria Island, etc up to the amount of \$4 million USD.

NATIONAL ASSEMBLY NIGERIA, Abuja, Nigeria

May 2017 – Feb 2018

Executive Assistant, Senator Magnus Abe

- Providing Assistance to a Government Official; Served as the personal assistant role for the distinguished Senator for Rivers South East constituency for Rivers state.
- Administrative Duties: Worked closely with the Senator to strategically align time with key priorities, milestones, deadlines, and decisions
- Corporate Communications: Conveyed information on work done by the office including matters of sustainable development, to the public i.e. media correspondence and interface
- Office Management: Responsible for planning and scheduling of meetings, press conferences and making travel arrangements for the distinguished Senator.

Accomplishments

- Privileged to work on the tripartite agreement of the Bonny bridge which was also sponsored by the office

MEMBERSHIPS, OTHER EXPERIENCE & EDUCATION

Member, International Bar Association

Member, International Trademark Association

Member, African Fintech Association of Nigeria

Communications Head, Airen Foundation

Assistant Publicity Secretary, Nigerian Bar Association, Lagos Branch

Law School Certification, Nigerian Law School

Bachelor of Law, University of Exeter, United Kingdom

A Levels in Law, Sociology, Communications & Economics, Bridgehouse College, Lagos, Nigeria

(Prize for Best in Law at the Graduation Ceremony)

O Levels in Literature, Mathematics, French, Biology, English, Economics & Business Studies

Lagoon Secondary School, Lagos, Nigeria

NOTABLE TRANSACTIONS

Advised on a \$1 Million USD (equivalent of N400 Million Naira) Residential Real Estate Transaction in Banana Island Estate, Ikoyi, Nigeria

Acted as Borrower's Counsel on a \$200 Million USD Senior Medium-Term Facility from a consortium of Local and International Banks.

Acted as Borrower's Counsel on a \$640 Million USD Senior Medium-Term Facility from a consortium of Local and International Banks.

Advised on a \$720 Million USD senior ranking Reserved Base Lending (RBL) transaction involving a borrower and a syndicate of international and Nigerian banking institutions

Advised a financial institution on its floatation of a N1 Billion Naira Open-Ended, Balanced Mutual Fund.

ⁱ <https://gravitasreview.com.ng/shop/the-gravitas-review-of-business-property-law-vol-10-no-1-march-2019/>