

## ACHINIVU C. ACHINIVU

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### WORK EXPERIENCE

#### **NIGERIAN INCENTIVE-BASED RISK SHARING SYSTEM FOR AGRICULTURAL LENDING (NIRSAL) A SUBSIDIARY OF THE CENTRAL BANK OF NIGERIA**

**Supervisor, Food Processing & Agricultural Inputs Sub-Unit,**

**Abuja/Nigeria**

**Credit Risk Guarantee Operations & Portfolio Management, May, 2017 – Present; 40 Hours/week Mon-Fri**

- Fourth year associate in the food processing and agricultural sub-unit focusing primarily on commercial lending and development finance. Ranked top among associate class and received an exceptional grade in 2020 performance review.
- Provision of Debt Investment Guarantee to a local Subsidiary of a Pan-African Bank on a facility of N500m (\$1.3m) offered to a Tender Miller to purchase grains (maize, sorghum and millet) during harvest season (Closed November 2020):
  - Analyzed the cash conversion cycle of the borrower and recommended that the bank reduce the clean-up cycle of the facility from 365 days to 180 days.
  - Recommended a direct debit mandate from the sister company of the borrower as the sister company is into the same line of business and the borrower does not have the capacity to fully repay the facility.
  - Recommended to lender that the independent warehouse manager, who will monitor and take charge of the borrower's warehouse be responsible for quantity and quality of the grains purchased.
- Provision of Debt Investment Guarantee to a National Export-Import Bank on a facility of N1.4b (\$3.7m) offered to a shea nut exporter for the establishment of a shea butter processing plant (Closed August 2020):
  - Collaborated with the in-house Agricultural Field Services Business unit to develop assumptions for a Discounted Cash Flow with multiple revenue streams and scenarios of the business.
  - Analyzed the cash conversion cycle of the borrower and recommended a debt service reserve account be established to warehouse a portion of export sales proceeds towards full liquidation of the trading portion of the facility.
  - Evaluated the project timeline for the establishment of the factory and included a condition that excluded NIRSAL from potential liabilities of \$1.1m
- Request for Debt Investment Guarantee to a local Subsidiary of a Pan-African Bank on a facility of N32m (\$305k) offered to a Poultry farm for the purchase of Equipment (Battery Cages) and Working Capital (feeds and Point of Lay Birds) (Closed Jan 2020):
  - Collaborated with the in-house Agricultural Field Services Business unit to develop assumptions for a Discounted Cash Flow with multiple revenue streams for the business and recommended the facility be extended to 3years from 2 years in other for the borrower to meet his obligations.

**Fezel Quarry Limited**

**Abuja/Nigeria**

**Marketing Manager**

**June, 2016 – April, 2017; 45 Hours/week Mon-Sat**

- Coordinated the delivery of aggregates to customers site with an average of 3 orders per day.
- Defined the sales cycle and developed standards for customer relationship management.
- Established relationship with a leading international construction company for the rehabilitation of a runway of an international airport in Nigeria generating revenue of N13m (\$42k).

### QUALIFICATIONS, ACTIVITIES, MEMBERSHIP.

- **Qualification:** Level 3 (1 course remaining) Certified Risk Manager, Risk Management Association of Nigeria; CFA Institute: CFA Level I exam candidate, August 2021.
- **Activities:** Founder & CEO, Clean Hands Initiative for School Aged Children, Abuja/Nigeria.
- **Certifications:** Agricultural Value Chain Finance (International Labour Organization); Investment Projects Profiling and Appraisal (United Nations Industrial Development Organization); Prince2 Project Management Foundation (AXELOS); Prince2 Project Management Practitioner (AXELOS).
- **Languages:** English (Fluent), Spanish (Basic), French (Basic).

### EDUCATION

R.H. Smith School of Business, University of Maryland, College Park (College Park, Maryland, USA)

- Bachelor of Science, Accounting, May/08. Bachelor of Science, Finance, Dec/08. Cumulative GPA: 3.3/4.0
- Award: R.H. Smith School of Business Dean's List, 2008.

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### LIST OF OTHER WORK EXPERIENCE

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**The Caring Heart Organization of Nigeria**  
**Finance & Administration Officer**

**Abuja/Nigeria**

**Sept 2015 – May 2016; 40 Hours/week Mon-Fri**

- Prepared facilities maintenance schedule that increased output per maintenance workers from 1 to 3 days.
- Negotiated with suppliers to reduce price downwards that reduce cost by 200%.

**Small & Medium Enterprises Development Agency of Nigeria**  
**National Youth Service Corps (NYSC) Member**

**Abuja/Nigeria**

**March 2014 – February 2015; 40 Hours/week Mon-Fri**

- Documented expenditures of federal awards expended for a youth entrepreneurship program by 60 small businesses noting compliance with federal guidelines in 36 states, respectively, during a 4-month period.
- Conducted a survey of 50 small businesses at the Nyanya Main Market, Abuja that led to the documentation of urgent equipment needed by these businesses to be included in Federal Tender Booklet in order to receive bids from suppliers.
- Performed sectorial analysis of 3,000 business plans using tables, pictures and graphs. Analysis was included in the 2015 National Enterprise Development Program (NEDEP) year-end report.
- Award for Youth Service: 2014 Batch “A” Federal Capital Territory (FCT) State Honors Award

**Yanybangclothing.com**  
**Director, Finance and Administration**

**Washington, DC/USA**

**May 2013 – February 2014; 40 Hours/week Mon-Fri**

- Hired as 1<sup>st</sup> employee of the startup to help create partnerships with entertainment venues which led to 4 fashion shows in 2 months generating \$1,500 in sales.
- Established new accounting system using WAVE small business accounting software which led to proper financial management in the company
- Created customer service guidelines, Online FAQs and customer service call center which reduced the lead time in solving customer issues
- Conducted a review of inventory suppliers that saved the company 70% in cost of goods sold.

**Professional Sabbatical**

**USA/France/United Kingdom/Nigeria**

**July 2011 to April 2013; 40 Hours/week Mon-Fri**

- Travelled across United States, Europe and Nigeria.
- Co-Founded Afridots.com, an online business listing of African businesses in the USA.
  - Utilized the business model canvas to generate a business model that created 6 customer segments: Restaurants, Hair Salons, Arts & Crafts, Bars & Lounges and Fabric Stores.
  - Established a process that extracted contact information of 5000 African businesses from the web covering 5 US States.

**Grant Thornton**  
**Experienced Audit Associate**

**Virginia/USA**

**January 2009 – June 2011; 40 Hours/week Mon-Fri**

- Audited the \$30MM inventory of a food processing company (4weeks. Team: Partner, Manager, Senior Associate, I). Used a non-statistical sample of finished goods and determined unit prices were accurate by using cost breakdown in product reports. Searched for unrecorded liabilities and discovered \$10K of raw materials had not been paid for by year end, and adjusted income statement accordingly
- Audited the United States Federal Award compliance of a non-profit (3weeks. Team: Partner, Manager, I). Reviewed a \$50MM Schedule of Federal Expenditures and determined it was fairly stated in all material respects in relation to the financial statements.
- Audited \$126MM revenues of retail apparel company with 70 stores in the US (3weeks. Team: Partner, Manager, I). Validated revenue controls for 1 day for 25 stores, respectively, through review of sales report, bank deposit slips and journal entries, confirming sales were properly recorded during the year without exception