

# Chinenye Christiana Umahi

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## WORK EXPERIENCE

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### KPMG Advisory Services

Lagos, Nigeria

January 2021 – Date *Experienced Analyst*  
September 2019 – December 2020 *Analyst*

#### Duties

- Working with the deal advisory team on due diligence, valuation, financial modelling, financial and transaction advisory.
- Analysing financial statements and creating statistical exhibits that compares financial performance.
- Preparing analysis for negotiations and collaborating with clients to facilitate transactions.
- Collaborating with team members in the preparation of reports to clients with a strong commitment to quality.
- Preparing presentation materials for internal and external purposes.
- Performing administrative roles on projects including dataroom management, prompt filing of documents and expense management

#### Selected KPMG Experience

- Valuation of a top Nigerian conglomerate operating in the oil & gas (exploration and production), fertiliser, petrochemical and industrial parks sectors of Nigeria – Financial Modeller
  - Built a detailed valuation model for 3 of its business using various valuation methods, based on underlying financial and operating assumptions.
  - Prepared a valuation report indicating ranges of equity values with the aim of providing guidance to the company in undertaking its transformation journey of restructuring its businesses.
- Potential US\$10million investment in a leading insurance company – Deal Team Support
  - Analysed movements in key components of operating expense and cash and cash equivalents, highlighting reasons for movements.
  - Analysed non-current assets, detailing movements in balance, ageing, encumbrance, and insurance cover
  - Demonstrated good knowledge of accounting.
- Potential US\$40million capital raise for an African-driven vertically integrated cocoa processing and melting company – Deal Team Support
  - Conducted market demand assessment with the aim of providing the potential sponsor with information on growth opportunities.
  - Assisted in building a detailed financial model for the project based on underlying financial, operating, and economic assumptions.

### WSTC Financial Services Limited

Lagos, Nigeria

January 2019 – August 2019 *Accountant*

- Computed the Asset and Liability figures of the Company for presentation at the management meetings bi-weekly.
- Prepared and remitted the statutory returns to the Securities and Exchange Commission, Central Bank of Nigeria and Nigerian Stock Exchange.
- Executed treasury operations on behalf of clients and the Company.
- Liaised with external auditors during external audit processes.
- Aided in the preparation of the Company's management accounts

**WSTC Financial Services Limited****Lagos, Nigeria**January 2018 – December 2018 *Relationship Manager*

- Identified and marketed all products of the company to prospects which led to a conversion rate of 70%.
- Developed and maintained long-term existing client relationships by ensuring timely contacts with the clients via phone calls, emails and visits.
- Reactivated dormant clients' accounts that drove revenue up by 50%.
- Collaborated with the research department to ensure timely communication of market research information to clients.

**MBC Securities Limited****Lagos, Nigeria**April 2017 – October 2017 *Investment Advisor*

- Spearheaded the sale of a fixed income instrument to approximately 50 clients that generated revenue of over 5 million naira.
- Resolved clients' complaints quickly which led to an improvement in customer retention by 80%.
- Analysed previous trends in the stock market to conduct investment analysis and make recommendations to clients.
- Implemented an online advertising strategy that increased the client base by 50%.

**EDUCATION AND PROFESSIONAL AFFILIATIONS**

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2014 – 2018	<b>The Institute of Chartered Accountants of Nigeria (ICAN)</b> Associate Chartered Accountant (ACA), Associate Accounting Technician (AAT)	<b>Lagos, Nigeria</b>
2012 – 2016	<b>Obafemi Awolowo University</b> Bachelor of Science Degree in Economics (4.19/5.00 - Second Class Upper Honours)	<b>Osun, Nigeria</b>

**RECOGNITIONS**

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- Ambassador and Participant (amongst thousands of participants from all over the world) representing Nigeria at the Business Today International Conference 2016 in New York, USA.
- Selected as one of the few students around the world (from over 1500 applicants), to participate in the World Business Dialogue 2016 at the University of Cologne, Germany

**SKILLS AND INTERESTS**

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- MS-Excel, MS-Powerpoint, MS-Word
- Fitness, travelling, meeting and learning from people