

PERSONAL BIO DATA

ODIASE.E. ALLEN EDDIE

16B Ugo Nnnabuife Close, Ajao Estate- Lagos State.

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PERSONAL DATA	Date of Birth: 10 th April, 1975		
	Place of Birth: Uromi		
	Local Govt.: Esan West		
	Marital Status: Marrieds		
	Sex: Male		
	State of Origin: Edo State		
	Religion: Christianity		
	Nationality: Nigeria.		
	Tribe: Ishan		
ACADEMIC HIGHLIGHTS:	UTIVA E-LEARNING INSTITUTE Product Manager/Management Product Strategic Design Thinking and Management		2021
	LADOKE AKINTOLA UNIVERSITY OGBOMOSO MBA, MARKETING	Issued	2015-16
	BAYERO UNIVERSITY KANO STATE. (PGD in Management& Entrepreneurship)	Issued	2014
	Chartered Institute of Commerce of Nigeria (FCICN) with an award of honour, from CICN.	Issued	2018
	Senior Professional Member, Institute of Information Management-Africa {SPMIIM-AFRICA	Issued	2014
	Appointed Lagos West District Chairman, CICN		
	Associate Chartered Economists (ACE)	Issued	2013
	LAGOS STATE POLYTECHNIC, ISOLO, LAGOS STATE. • HND in Business Administration & Management	Issued	2003

	LAGOS STATE POLYTECHNIC, ISOLO, LAGOS STATE. <ul style="list-style-type: none"> • OND in Business Studies. 	Issued	2000
	MICRO HARD COMPUTER LAGOS <ul style="list-style-type: none"> • Diploma in Computer Studies/InfoTech (Credit). • West Africa Examination Council (WAEC) • General Certificate Examination (GCE) 	Issued Issued Issued	2005-2006 1987-1993 1994-1995
	UJEOLEN GRAMMER SCHOOL, EKPOMA EDO STATE UKPUGHELE PRIMARY SCHOOL, EKPOMA EDO STATE	Issued Issued	1991-1996 1985-1990
Objective:	<p><i>To meet the needs and solve problems as a member of a result oriented professional body, employing my abilities and acquired skills as the organization or my employer may require.</i></p> <p>Career Review: I Started my career 13 years ago as a professional marketer before moving into business development and building company, process, and structure with reliable team.</p> <p>I specifically handled business and marketing policies and procedures with key responsibility for organizational effectiveness, finding the road ahead for company business development.</p> <p>Strengths: Negotiations, Goal Attainment, Leadership, Networking, Influencing Internal and External Stakeholders, strategy, Organizational Restructuring.</p> <p>Achievements: As a motivator, a strategist, and an inspiration to team, I have always led team vibrant teams that have delivered exceptional results and increased relevance. I effortlessly focus on revenue generation, profit acceleration, cost management, productivity and developing people.</p> <p>My experience in commercial operations includes, Technology, Automobile, Forex Exchange Bulk purchase [Autonomous and RTGS Bulk purchase], Assets Management, Oil and Gas Downstream sector, Printing and Publishing, Print Technology Solutions and Real Estate Long-term and Short-term Investment, Property Sales and Management companies. I reach organizational goals by supporting and working closely with teams members. It is my belief inspiration drives collaboration that leads to organizational transformation. I recognize a reward based celebratory culture that acknowledges people for their contributions. This practice drives higher achievement.</p> <p>I credit my strategic mindset, innate ability to build trust and credibility for enabling me to cut through situations, eliminate costly waste and deliver better outcomes for fast paced blue chip companies.</p>		

	<ul style="list-style-type: none"> -To initial and develop business strategy for the company. -To provide periodic and implementation report to the board. - Full implementation of board’s decision - Set and monitor departmental target. - To develop revenue & profit, and business projection. - To build excellent relationship with the customers <p><u>ORANGE PRINTING & PUBLISHING CO. LTD</u> <u>A SUBSIDIARY OF LAPO MICROFINANCE</u> <u>BANK GROUP OF COMPANIES LTD. –</u> <u>LAGOS.</u></p> <p><u>Responsibilities</u></p> <ul style="list-style-type: none"> -To Initiate & develop business strategy for the company. -Developing the marketing strategy for the company. -Developing programs for staff training & development. -Overall responsibility for the implementation of the decisions of the governing board. -Efficient Management of resources of the company towards the realization of its goal -Designs & implement marketing plans for the company. -Set performance targets. -Set & monitors marketing targets. -Develops annual budget for approval by the board. -Build & sustain excellent relationship with customers. -Provides periodic financial & business implementation report to the board or its chairman. -Carries out other assignments as directed by the board council or its chairman. -Implements decisions of the board. -Reporting to the board, committees, chairman/CEO. -Developing 90% of revenue & profit, customers & business projection. 	<p><u>POST HELD</u> <u>General Manager/ Head,</u> <u>Marketing</u></p>	<p><u>2012 till</u> <u>2020</u> <u>October.</u></p>
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	<u>Company</u> Global Fleet Group of Companies Energy Oil & Gas Group (Marina, Lagos)	<u>Post Held</u> INTERNAL CONTROL & AUDITOR	<u>Date</u> 2009
	<u>Responsibilities:</u> <ul style="list-style-type: none"> - Internal Audit Control. - Auditing Company's Financial Records (Head Office & Subsidiaries). - Traveling to Audit Records in Districts, Regional & State Branch Offices monthly. - Auditing Depot's Financial Records. - Auditing Sales Proceeds with Banks Daily. - To Prepare Weekly, Monthly Regional / District Audit Report to the Management. - Auditing Filling Stations Financial Records. - Daily vetting of records/ Cost control 		
	Transfer to Global Fleet Depot (Energy Oil & Gas) Dockyard, Wharf	<u>Post Held</u> DEPOT RESIDENT I.C. & A	<u>Date</u> 2009 t date
	<u>Duties:</u> <ul style="list-style-type: none"> - Internal control: <ul style="list-style-type: none"> - On general Depot operations & Auditing. - At the jetty/vessel Operation & Product control. - At the Gantry/meter controls. - On Depot projects & meetings With Regulatory bodies, i.e DPR, ETC - Review of Audit systems/internal control procedures and developing programs in controlling operations. - Market Survey & Control on Depot Expenses. - Presentation of Depot Stock Analysis. - Prevention & Detection of Fraud/Debit Recovery. - Staff Salary Vetting and depot income control. - Terminal/Product Dipping & Conversion with charts. - Contract Negotiations with Contractors. - Market survey with other depots on throughput/ product storage pricing. - Partnership with Vessel Surveyor on Terminal Sealing during Product Receipt. - Submission of weekly & monthly Depot Audit Report to Management. - HSE (Health safety & Environmental Control). - Receiving & Discharging of white Products from Jetty/vessel from Overseas. 		
	<u>Company</u> Proview Assets Management Company Ltd (Fund / Portfolio Managers) (Marina, Lagos) (3 days Course Attended) (12 th -14 th Nov.2008) University of Lagos)	<u>Post Held</u> (Fund/Portfolio Managers) Clients Service Manager	<u>Date</u> 2008
	<u>Responsibilities:</u> <ul style="list-style-type: none"> - Prospecting investors for transactions i.e. Shares, real Estate - Creating business opportunity for our products & services. - Educating investors on return on investment. 		

	<ul style="list-style-type: none"> - Creating daily awareness on Global mutual funds - Capacity Building Course for marketing financial products. - Wining Customers Confidence & marketing Techniques (1). - Technical Features of financial products. - Marketing techniques (11) & Salesmanship Approach. 		
	<u>Company</u> Present Value Bureau De Change Head, Business Dev./Marketing Marina –Lagos.	<u>Post Held</u> Head, Business Dev./Marketing	<u>Date</u> 2006-2007
	<u>Responsibilities:</u> <ul style="list-style-type: none"> - Bidding transactions with Central Bank of Nigeria (CBN) on bulk volume. - Autonomous Funds Transaction with Banks - Marketing the Bureau de Change in the Business community - Liaising with other Bureau de Change for Inter Bureau Transactions - Designing products to meets market demands - Liaising with Media for Sales and Product Promotion - Managing Human Resources and Industrial Relations Issues - Creating new business opportunity. 		
	<u>Company</u> Scoa Group Plc, Motors Division (Int’nal World Class Automobile Company Lagos)	<u>Post Held</u> Sales/Leasing Manager	<u>Date</u> 2008
	<u>Responsibilities:</u> <ul style="list-style-type: none"> - Responsible for direct selling of cars, jeeps. - Direct distribution of cars to other state - In-charge of operational lease transaction with banks, oil/gas, Manufacturing Companies - Meeting customers daily for business transactions. - Expanding the lease operations in the lease business community. - Creating market opportunity for our products & services in Areas, Districts. <u>International Car Exhibition (Abuja & Kaduna)</u> <ul style="list-style-type: none"> - Product Demonstration. - Product awareness for new products - Meeting customers for business transaction - Product display - Direct publicity/ talk show <u>Marketing Executive</u> TOP SOLUTIONS NIG LTD 2005-2006 <u>RESPONSIBILITIES</u> <ul style="list-style-type: none"> -Product Demonstration 		

	<ul style="list-style-type: none"> - Global trend in Transfer Pricing. <p>-INSTITUTE OF CHARTERED ECONOMISTS OF NIGERIA -JULY 2013 TRAINING: (LEADERS DEVELOPMENT TRAINING)</p> <ul style="list-style-type: none"> -Building Business Acumen -Critical thinking: Real World & Real Time Decision -Executive Negotiation: Bargaining for Advantage <p>LEADERSHIP PARADIGM CONSULTANTS LTD (EXECUTIVE LEADERSHIP DEVELOPMENT-WORKSHOP for Directors & General Managers 11TH-12TH JUNE 2015)</p> <ul style="list-style-type: none"> -Building Team -Leadership Performance Evaluation -Goal Planning & Achievement -Executive Leadership & Corporate Governance -Turning Goals into Sustainable Success -Developing Peak Performance -Executive Leadership Reporting/Communications - Transforming an Organization -Understanding Executive Leadership Motivation on Teams <p>LEADERSHIP STRATEGIC THINKING APPLIED FOR DIRECTORS, GM's Heads of SUBSIDIARY WORKSHOP –JUNE 6-7 (2016)</p> <ul style="list-style-type: none"> -Setting the scene on strategy -Strategic thinking verse thinking -Strategic variables -Future Business thinking Arena -Business growth perspective and approach -Business incremental and transformational goal strategy <p>COST CONTAINMENT AND PROFIT GROWTH –with Chairman, Directors, GM's 2016</p> <ul style="list-style-type: none"> -To build a culture of business expense reduction - To build a business financing cashcow structure - Business cost analysis and cost implication -Income growth strategy and sustainability -Cutting down cost with no regret -Cost containment keys <p>ASSESTS & LIABILITY MGT COURSE-MARCH -2016 (Benin)</p>
INTEREST	Reading, Singing, Research making, Sports. Travelling, Meeting People

REFEREES: ON REQUEST