

# Etseoghena Onoshoze Imoagene

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## Profile & Career Objective

A dynamic and dedicated Research Analyst with a background in Asset Management. With extensive experience in the financial services sector within large, fast-paced corporations. Exceptional ability to apply knowledge of business best practices, regulatory standards, and optimal control systems to support growth and success. Reliable quantitative analyst, trained in advanced modelling, with accuracy and efficiency in comprehension of company metrics. Enthusiastic about defining new opportunities for improvement of business processes and systems. A passion to learn, develop and bring in emerging trends that drive further insight value in an organisation.

## Skills

- Stakeholder management
- Communication skills
- Data modelling and analysis
- Strategic Planning and Forecasting
- Business Process Mapping
- Identification and mitigation of risks
- Microsoft Office Suite (Word, Excel, PowerPoint)

## Employment History

*Research Analyst*, CardinalStone Partners, Lagos May 2021-Present

- Evaluated financial statements and provided comprehensive coverage on Nigerian equities market- with particular focus on the macroeconomics and Consumer goods sectors.
- Analysed, drafted, and prepared equity, yearly and bi-annually sector outlook reports. Administered various tasks related to research analysis including risks and opportunities evaluation.
- Established business advancement through regularly updating and building financial models.
- Identified and followed market trends to generate accurate forecasts/projections and outlook reports.
- Implemented analytic and strategic research in order to meet client needs and provide support to research teams.
- Initiated research coverage on major industry companies in the Nigerian consumer goods sector.
- Led overhaul of research database in collaboration with IT department, to create efficient research portal accessible to firm's clients.

*Founder & Head Chef*, The Woods Restaurant, Lagos October 2020-Present

- Developed a detailed business plan and defined corporate vision.
- Developed strategies for growing revenues.
- Grew the number of customers to above 200 within 6 months through targeted promotional and engagement strategies.
- Developed and updated social media profile pages to market the business.
- Added exciting gourmet products by researching the latest trends, thereby improving sales revenues.

- Evaluated our performance and subsequently developed cost reduction strategies to improve our affordability.

*Business Analyst(NYSC), Fidson Healthcare PLC, Lagos* September 2018- August 2019

- Undertook market research to identify areas of weakness and recommended appropriate actions.
- Analyzed areas of potential opportunities to boost revenues and profitability.
- Researched territories and developed marketing strategies to promote sales of the company's products in weaker sales areas.
- Worked cross-functionally with Sales, Customer Service and Finance departments to ensure alignment in the implementation of company policies and strategies.
- Conducted statistical analysis for management team members decision making

*Corporate Finance Intern, Fidson Healthcare PLC, Lagos* July 2018-September 2018

- Assisted the Head of Finance in executing the "Right Issue" project.
- Reconciled bank statements with the ledgers on a regular basis.
- Worked with the financial reporting department on the budgeting process.

*Portfolio Management Intern, Meristem Wealth Management, Lagos* April 2018-June 2018

- Assisted in creating and managing investment portfolios for clients.
- Conducted market research on investment products based on clients' requests and profiles.
- Assessed clients to determine their risk appetite prior to investing.
- Involved in preparing and analyzing equity and company reports.
- Involved in identifying market trends used for forecasting by the research team.
- Performed macro-economic research.

*Marketing and Legal Advisor, Stage 5 Create, Lagos* January 2018-Present

- An IT Consultancy and Creative firm engaged in IT developments and solutions.
- Hands-on supervision of the social media team.
- Brainstorming new ways to publicize the business.
- Providing information and research on how to attract customers.
- Drafting legal proposals and contracts.
- Proofreading legal documents.
- Giving legal advice.

*Legal Intern, EKEDC, Lagos* August 2017- January 2018

- Worked directly with the Chief Legal Officer as her assistant.
- Writing Memos for the litigation department on external disputes.
- Prepared executive summaries for the Management team meetings.
- Proofreading contracts for change and correction.
- Key Achievement: While working with EKO ELECTRICITY, we won the Power Team of the year award for the first time. At the prize presentation at 'Esquires Dinner', I was honoured to be one of the 3 people delegated to attend the event to receive the award.

### **Non-Profit Jobs**

*Finance, Omosintet Foundation, Nigeria* June 2021- Present

- Oversee and lead the annual budgeting and planning process.
- Administer and review all financial plans and budgets.
- Manage organisational cash flow and forecasting.

*Finance and Funding* , Happy Feat Project, Lagos

May 2018-Dec 2018

A non-profit organization created to help eliminate generational poverty by directly helping and empowering vulnerable young children.

- Develop strategies that help to generate the required revenues, as well as efficiently and effectively manage the expenditures over time.
- Assist to develop short-term and long-term financial goals.
- Manage cash effectively.
- Finding credible sponsorship.

*Scholarships*, Imoagene-Imoebbe Foundation, Nigeria

March 2018-Present

- Managing the financial activities of the organisation.
- Financial analysis and planning, accounting operations and reporting, budgeting and external audits.

*Executive Member*, University of Buckingham UNICEF, England

September 2015-June 2016

- Organizing fundraising and charity activities.
- Brainstorming ways of expansion.
- Planning activities for the children in need of help.

## **Education**

- Bachelors (LLB, Law with Management) University of Buckingham January 2015- June 2017
- Ontario Diploma (Ontario Scholar award), Bronte College of Canada September 2013- July 2014
- Cambridge O'Level Certificate, Lifeforte International High School September 2010- July 2013
- Junior WAEC, Lagoon Secondary School September 2007- July 2010
- Fountain Nursery and Primary School, Suru-Lere Lagos September 2002- July 2007

## **Extracurricular Skills**

- Chef's Certificate, Tarragon's Culinary Academy October 2019- December 2019