

**Frederick Odume Ogwu**

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<https://fredogwu2023.github.io/Product-Management-Professional-Profile/>

<https://www.linkedin.com/in/frederick-ogwu-msc-sfc-ai-wb-lean-six-sigma-acca-cat-bb002527/>

**HIGHLIGHTS**

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Seeking challenging role in any of the following areas: Business development, Audit, Compliance, Quality and Assurance, Systems Accounting, Management Accounting, Project Accounting, Financial Accounting, Corporate Finance and Investments, Fraud investigations, Information Technology Governance (ITG), Information Technology Risk Management (ITRM), and as well as Business continuity and Disasters recovery planning. A role which allows positive individuals input as well as team work with a positive win-win attitude. I am willing to relocate and commute 100% to work as the job demand.

**CORE BACKGROUND & COMPETENCIES**

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As an experienced professional Business System Specialist, I possess diverse skill set and extensive knowledge in System Technologies, Systems Auditing, Accounting & Finance, and Business Development. Throughout my career, I have worked with variety of organizations to include: Accounting & Financial Practice Firms, Corporate Audit Practice Firms, Retail Banking, Business Development Firms, Health Organizations, and Software Development Companies.

In my job titles, I excel in the following professional areas: Product Manager, Business Analysis, Product Ownership, Scrum Master, Software Testing and Technical Writing. With expertise in Agile Project Management methodologies, Scrum framework and strong understanding of UI/UX, I am capable of handling full-stack End-user Development roles. My focus lies in Business Information Systems, Technology Processes, and Change Management.

I leverage my knowledge and skills to revamp business processes, mitigate risks, reduce operational costs, enhance user experience and service delivery, improve product quality, and retain customers, increase sales for organizations and documenting user guides. I am particularly passionate about fostering the growth of Small to Medium Enterprises (SMEs) and alternative business organizations, helping them transform into successful corporations.

**Proficient Skills:**

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- ◆ Strong analytical and problem-solving abilities, experience in databases, data-modelling with MySQL, SQL Quarry and data manipulation with Pandas, Python for analysing and interpretation, AWS Cloud Technologies and Services, Azure Cloud and Server Management,

- ◆ Familiar with the use of software development skills and methodologies to include: Software as a Service (SAAS), Infrastructure as a Service (IAAS), Platform as a Service (PAAS), Scrum frameworks, Agile project management, and experience in the use of tools kits like Jira, Canvas, Notion, Git & Github, Figma, Kaban, Testrail, Trello, Ms. Excel Ms Power Bi for Data visualization, Google-sheet, Html, Css-coding, etc.
- ◆ Experience in software technology maintenance such as applications for Banking, Manufacturing, Healthcare, Security, and Education industries such as Phoenix Banking Software, Rio for Health care application, Citrix for complex business environment, and Compex for road safety operations etc.
- ◆ Good at Prince2 Project Management, MS Project, ERP system such as People soft, SAP Financials, Oracles databases and finance. Great knowledge of ACL for Windows (Auditing software), Accounting packages to includes Sage, Do my Accounts, Quick books etc.
- ◆ Strong written and verbal communication skills. Very good at MS Excel, Words, Power Point, Publisher and Access – Advanced level

## **Employment History / Achievements:**

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**Lewisham Multi Solution Limited**

**May 2012 to Present**

**Product Manager/Product Owner/ScrumMaster/Senior Business Analyst/Quality Assurance Full-time Remote Consulting.**

### Business Development:

- ◆ Conceptualized and transformed innovative ideas into comprehensive business plans, developing strategies to achieve proposed objectives.
- ◆ Spearheaded business planning, design, and development, managing budgets exceeding 100 Billion Naira.
- ◆ Sourced financing to enhance cash flow, collaborating with the Finance Director to inform accurate financial decisions and investment choices.
- ◆ Authored sales and marketing proposals aligned with business plans and strategies, ensuring seamless execution and follow-up.
- ◆ Developed and implemented marketing action plans, driving month-on-month sales growth.

### Marketing Management:

- ◆ Collaborated with senior management to develop and execute marketing strategies, driving business growth and brand visibility.
- ◆ Demonstrated expertise in market analysis, competitor research, and campaign development, ensuring effective marketing initiatives.
- ◆ Developed Go-to-Market and Road-Mapping strategies for product/business growth.

Office Administration:

- ◆ Fostered human capacity development, managing and coordinating activities across various Associates, Business Collaborators, and Departmental Heads, including human resources.
- ◆ Oversaw all administrative duties, encompassing people management, dispute resolution, and ensuring harmonious coordination of company operations.

## Group Country Product Management Expert

December, 2023 - Present

## Helpful Hand Initiative (HHI), Nigeria/ Africa (Remote)

- ◆ Spearheads the entire product Lifecycle, from ideation to delivery, for a diverse product portfolio, achieving a remarkable 35% year-over-year revenue growth.
- ◆ Implemented agile methodologies, streamlining development processes, and reducing time-to-market by 55% while significantly enhancing team efficiency.
- ◆ Collaborated with client teams to define and prioritize product features, ensuring seamless alignment with business objectives and user needs.
- ◆ Developed and executed successful go-to-market strategies for new product launches, resulting in a notable 38% increase in market share for one client.
- ◆ Fostered strong relationships with key stakeholders, including engineering, marketing, and sales teams, cultivating a collaborative and results-driven work environment.
- ◆ Conducted regular product performance analysis, leveraging data-driven insights to optimize features, enhance user experience, and inform strategic product decisions.

## Senior Business Analyst

**January 2023 to March, 2023**

## Car Rental Application for Hotels.

- ◆ Spearheaded the Business Analyst team, driving the development of comprehensive documentation from project requirements to delivery, utilizing Agile methodologies.
- ◆ Led the delivery of a high-impact application, projected to double hotel profitability from ₦35M to ₦80M Naira, by:
  - ◆ Reducing errors and enhancing operational efficiency
  - ◆ Mitigating fraud and ensuring compliance
  - ◆ Increasing hotel booking rates through improved user experience

Coaching Program: Business Analysis for Software Development Life Cycle (SDLC)

- ◆ The program was designed to empower business analysts with the skills and knowledge to excel in the SDLC, driving business success through efficient software development.
- ◆ Unlock the full potential of business analysis in software development with our comprehensive coaching program.
- ◆ Tailored to the SDLC, this program equips participants with practical skills to enhance efficiency and drive business growth.
- ◆ **Key Takeaways:**
  - ✚ Agile project methodologies and principles
  - ✚ Business analysis techniques for effective requirement documentation
  - ✚ Scrum framework for successful product shipment and collaboration with developers
  - ✚ Hands-on experience with industry-leading tools: Pandas, SQL, Python, Ms Power Bi Jira, Notion, Trello, and Testrail
- ◆ **Program Benefits:**
  - ✚ 50% practical skills application, immediately transferable to the workplace
  - ✚ Participants improved in their organizational efficiency
  - ✚ Enhanced collaboration and communication with development teams
  - ✚ Improved requirement documentation and product shipment.

**Scrum Product Owner to Digital Concept Ltd**

**December, 2022 to December, 2023**

- ◆ Successfully Managed Stakeholders and Scrum Team to Develop an Enterprise University Student Paperless Portal
- ◆ Spearheaded the development of a comprehensive digital platform, transforming the university's administration and student experience. The Enterprise University Student Paperless Porter efficiently manages:
  - ✚ Student admissions
  - ✚ Lecture coordination
  - ✚ Academic exams and result records
  - ✚ Payment scheduling and receipts
  - ✚ Secure access to payment records
  - ✚ E-learning library resources

- ◆ This innovative solution eliminated manual data entry, resolving longstanding administrative issues for students, the institution, and stakeholders. The impact was significant, with a remarkable revenue increase from ₦110M to ₦305M naira in the first quarter post-implementation, attributed to the seamless digital payment process via e-payment channels.

## Software Testing

September, 2019 to Present

### Quality Assurance Consultant (Ongoing)

- ◆ Providing expert QA services to multiple organizations on a consulting basis, ensuring high-quality software delivery and identifying vulnerabilities through:
  - ✚ Blind testing: Simulating real-world attacks to uncover hidden weaknesses
  - ✚ Penetration testing: Proactively identifying and addressing potential security threats
- ◆ Leading a team of testers in manual testing for diverse software development projects, encompassing:
  - ✚ Web applications
  - ✚ Mobile applications
- ◆ Implementing robust quality assurance processes, leveraging Test-Driven Development (TDD) tools and procedures to guarantee software meets industry standards and exceeds client expectations.

## Principal Manager – Product Development

October 2018 - September 2019.

### Sevico Manufacturing Ltd,

- ◆ Spearheaded business process automation, transforming manual operations into efficient digital processes, resulting in significant cost savings and improved profitability.

### Key Achievements:

- ◆ Payroll Management: Ensured accurate and timely payroll processing, statutory deductions, and compliance.
- ◆ Internal Controls: Implemented robust documentation and recording processes, adhering to organizational policies and procedures.
- ◆ Bank Payments: Streamlined payment processes, ensuring timely and secure transactions.
- ◆ Month-end Close: Successfully managed balance sheet reconciliations, corrections, and reporting.
- ◆ Led a cross-functional team to develop and implement a new business process system, featuring:
  - ✚ Standard Operating Procedures (SOPs)
  - ✚ Electronic/digital processes, replacing manual inputs

### Outcomes:

- ◆ Improved product quality and reduced energy loss by ₦8M (from ₦13M to ₦5M) monthly
- ◆ Recovered ₦155M trapped in a commercial bank

- ◆ Enhanced accounting records and blocked financial leakages
- ◆ Increased monthly profit from ₦71M to ₦169.5M
- ◆ Enabled the company to repay ₦85M monthly loans to Industrial Bank

## **System Auditor**

**Apex Eagle-Eye Nigeria,**

**May 2012 - October 2018.**

- ◆ Spearheaded the development of a cutting-edge Pipeline Product Surveillance Security Management System, leveraging technology to mitigate petroleum product theft and enhance revenue.

### Key Achievements:

- ◆ Led a cross-functional team to design and implement a stakeholder engagement application for security surveillance.
- ◆ Developed an innovative solution to detect and control points of petroleum product exit from pipelines, reducing theft risks.
- ◆ Successfully increased product flow from flow stations to refineries, resulting in:
  - ✚ Reduced product leakages
  - ✚ Enhanced client revenue by 879% (from ₦27.3 billion to ₦267.4 billion)

## **Business Development Manager**

**Spectrum Associate Ltd - South East London, UK.**

**January 2009 to April 2012**

### Business Development:

- ◆ Collaborated with strategic thinkers to expand Orange network business through high-level engagement with mobile phone importers and partners.
- ◆ Established and maintained relationships with key decision-makers at major corporates, multinationals, and retail channel partners.
- ◆ Successfully increased sales within these sectors, surpassing targeted sales for mobile devices, home appliances, and recharge credits.

### Sales and Marketing:

- ◆ Supported sales representatives in closing deals and ensured attention to detail for SLAs.
- ◆ Researched and re-designed existing products based on customer demand and innovation, re-branding them to suit customer requests.
- ◆ Represented the company in media presentations, addressed technical questions, and resolved customer issues.

### Customer Relationship Management:

- ◆ Built and maintained client relationships, setting up meetings between clients and company leaders.
- ◆ Managed and grew the customer base, developing new business prospects and handling objections to ensure positive conclusions.

#### Finance and Audit:

- ◆ Evaluated projects based on budgeted capital, monitored expenditures, and ensured alignment with approved quotas.
- ◆ Assisted the Finance Director in making investment decisions, collecting reports from departments, and preparing final reports for decision-making.

#### Stock Management:

- ◆ Oversaw stock levels, managed company assets, and ensured accurate product mix and volume.
- ◆ Maintained stock planning and optimization within deployed stores, communicating weekly reports to Head Office.

#### Supply Chain Management:

- ◆ Ensured a smooth supply chain with vendors and partners, monitoring SLAs on products.

### **Financial Accountant - *South East, London UK***

**Spectrum Associate UK Ltd**

**June 2005 to January 2009**

#### Payment Processing and Cash Handling:

- ◆ Ensured accuracy, security, and documentation of cash resources and transactions, maintaining a high level of integrity.
- ◆ Initiated payment requests through the Sage system, generating payment runs for approval and ensuring timely payments.
- ◆ Managed office cash float, submitting weekly cash counts reports and supporting the Finance Officer in making transfers.

#### Staff Advances Management:

- ◆ Ensured compliance with firm policies and procedures for cash advances and payment requests, accurately coding and posting transactions.
- ◆ Promptly processed advance retirements, receiving and banking returned cash, and issuing monthly statements to staff highlighting outstanding advances.

#### Budgeting:

- ◆ Maintained accounting records to support easy budget monitoring, assisting Budget Holders in developing and managing their budgets.
- ◆ Produced reports to facilitate budget management and ensured seamless budgeting processes.

#### Accounting, Reporting, and Audit:

- ◆ Supported the preparation of statutory reports for local authorities, corporate, bilateral, and multilateral donors.
- ◆ Assisted in Internal and External Audit processes, ensuring transparency and compliance.

#### Banking:

- ◆ Helped maintain strong relationships with banking institutions, supporting the Finance Officer in banking operations.

### ***Office Manager - White city, West London***

**Congestion Charging London,**

**February 2003 to June 2005**

#### Fixed Assets:

- ◆ Ensure timely updates to the Fixed Asset Register for new acquisitions and disposals.
- ◆ Reconcile the register with Complex information.

#### Banking:

- ◆ Manage company finances and maintain strong relationships with banking institutions.
- ◆ Keep an accurate and up-to-date database of company bank account signatories.
- ◆ Prepare monthly bank reconciliations and resolve outstanding issues with banks and state offices.

#### Cash Management:

- ◆ Prepare monthly cash requests and follow up on fund transfers.
- ◆ Oversee office petty cash, including weekly cash counts and timely reimbursement of office impress accounts.

#### People Management:

- ◆ Supervise and manage a team of 40 Drivers, 25 Cashiers, and 6 Finance Assistants.
- ◆ Set objectives, conduct regular one-on-one meetings, and perform mid-year and annual appraisals.
- ◆ Handle staff recruitment, development, training, promotion, payroll sign-off, welfare, and retirement processes.

#### Policy and Procedure:

- ◆ Support staff in applying finance, health & safety, and company policies and procedures.
- ◆ Provide regular training to keep staff updated on company operations, policies, and procedures.

### **DevOps - Banking Officer**

**Zenith Bank Plc      Victoria Island, Lagos, Nigeria**

**September 1992 to February 2003**

#### **Key Experience:**

##### Technical Support /Lead:

- ◆ Supervised a team of 26 technical support specialists responsible for administering electronic banking products, including:
  - ✚ Value card priming
  - ✚ Internet banking
  - ✚ Telephone banking
  - ✚ In-house applications



Nightly Operations and Reporting:

- ◆ Performed nightly operations, ensuring:
  - ✚ Report backups
  - ✚ Generation, spooling, and printing of reports for various departments and units as needed
  - ✚ Protection of sensitive reports against unauthorized access or leaks to third parties

Consumer Banking Support:

Collaborated with consumer banking unit staff to deploy in-house software applications, promoting improved operational performance for corporate customers

**Education & Professional Trainings:**

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**Trainings with Dates:**

- ◆ Lean Six Sigma, MF Treina - Minitab Certified Trainers
- ◆ Mckinsey Forward Learn: Leadership, Resilience, Adaptability, on-going
- ◆ DevCareer Product Management Academy: Critical Thinking, PRD, FRD, Go to Market.
- ◆ DataCamp: Machine Learning, AI & Internet of Things, Cloud Computing and Services, Data Analysis and Visualization trainings.
- ◆ Alison Education Academy: Dublin, Ireland. Courses trained on: Scrum, QA, BRD, FRD, TDD, FRS, SRD, & System Hacking on-going.
- ◆ Product Hub Africa: Market Research, Ideation, development and execution
- ◆ Hagital Consulting Academy: Lagos, Nigeria. Courses trained on: Business Analyst, Software Testing, Agile, Scrum, Jira, Trello, Auzura on-goin

**Certifications:**

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- ◆ Certified Microsoft Power Bi , DataCamp, United States, December, 2024
- ◆ Certified Data Manipulation, Pandas, DataCamp, United States, December, 2024
- ◆ Certified Python Language & Programming, DataCamp, United States, Nov, 2024
- ◆ Certified Data Manipulation, Intermediate SQL, DataCamp, United States, Nov, 2024
- ◆ Certified Introduction to Python, DataCamp, United States, November, 2024
- ◆ Certified Microsoft Azure Practitioner, DataCamp, United States, November, 2024
- ◆ Certified Microsoft Azure Cloud Services, DataCamp, United States, November, 2024
- ◆ Certified AWS Cloud Technology, Infrastructures and Services, DataCamp, United States, November, 2024

- ◆ Certified Introduction to AWS Cloud Technology, DataCamp, United States, Nov, 2024
- ◆ Certified White Belt, Lean Six Sigma, United State, July 2024
- ◆ Certified Data Models, Developing SQL, DevCareer, United States, April, 2024
- ◆ Certified Soft Skills, Ogun State, Nigeria, June, 2024
- ◆ Certified Product Manager, Product Hub Africa, November 2023
- ◆ Scrum Foundation Certified (SFC), Scrum Body of Knowledge. October, 2023
- ◆ Certified ScrumMaster (CSM) January 2023,
- ◆ Certified Software Tester (CSTE) February 2023,
- ◆ Certified Agile-MBA March, 2023, Job Hacker, United State
- ◆ Certified Business requirements documentation Specialist, Alison Education, Dublin January 2022.
- ◆ *Association of Chartered Certified Accountant (ACCA) United Kingdom*
- 🚩 2014 – ACCA, Part Qualified & In view
- 🚩 2010 – ACCA, Certified Bookkeeper

**Educational Institutions Attended And Qualifications Obtained With Dates:**

- ◆ Job Hackers, San Francisco, United States:
- 🚩 March, 2023: Associate MBA Agile, Scrum, BDD, TDD, Jira, Kaban, Slack
- ◆ The Business School, London Metropolitan University, City of London, Moorgate, United Kingdom:
- 🚩 2009 – 2010: M.Sc. Computer Systems Auditing
- 🚩 2005 – 2009: B.A. Accounting and Finance
- ◆ University of Lagos, Akoka, Yaba, Lagos, Nigeria.
- 🚩 1997– 1999: Diploma, Computer Science and Management

**Additional information:**

**Personal Interests:**

Academic Pursuits:

- ◆ Lecturing
- ◆ Research and Development
- ◆ Business Consulting / Industrialization

Creative Expression:

- ◆ System thinking & ideation
- ◆ Product Development
- ◆ Innovations
- ◆ Product Branding
- ◆ Go-to Market Strategies

Personal Development:

Trainings  
Very Active on LinkedIn

Leisure Activities:

Travelling  
Family Cooking  
Table tennis  
Swimming

**Reference:** On Request