

Mr E. Nizeyimana

SUMMARY

Operations - Strategy – Projects - Entrepreneurship - Business Development – Energy, Oil & Gas

- Accomplished and result-driven entrepreneurial, business development and project management professional with proven track record in delivering focused results and growth.
- A versatile and team player with extensive experience in developing sustainable relationships, managing stakeholders, working in diverse teams and direct multinational projects.
- Effective in business, project and strategic management, capable of executing, pioneering visions and innovating plans designed to facilitate competitive growth and achieving business superiority in competitive markets.
- A strategic thinker, innovator and analytical problem solver, able to lead turnaround, increase profitability and create value.
- Internationally experienced professional, with extensive multiple industries background: Hospitality, Public Sector, Social Development, Management Consulting, Energy, Oil and Gas, Engineering.

EDUCATION

- London School of Economics and Political Science (LSE), University of London, 2013-2014, UK, Graduate Dip. Economics
- Birkbeck College, University of London, 2010-2011, UK, PG Dip Business Management
- Oxford Brooks University, 2003-2008, UK, BEng Automotive Engineering
- Oxford College of Further Education, 2002- 2003, UK, International Study Programme (ISP)

EMPLOYMENT RECORD

- **Society of petroleum Engineers (SPE) , Sep 2013 onwards, UK**
Program coordinator, African region

- **Global Training Consulting (GTC), Mar – Dec 2012, UK**
Project manager
- **Sub-Saharan Consulting Group (SSCG) , July 2011 – 2013, UK**
Head of Operations
- **Innovation Intelligence Group (IIG), Jan – July 2011, UK**
Business Development Executive (UK & Africa)

More employment history in the area of Engineering, Business Analyst, Project Support in Energy sector.

PROFESSIONAL EXPERIENCE

- **Society of petroleum Engineers (SPE) , Sep 2013 onwards, UK**
Program coordinator, African region

Responsibilities:

- Conducting Oil and Gas market research, developing new project concepts and proposals.
- Development and implementation of regional growth and development plans.
- Implementation and coordination of Petroleum conferences, workshops and seminars.
- Manages membership recruitment, orientation, and engagement and retention programs

- **Strategy, Business Development & Project Management, 2012- SEP 2013, Uk**
Independent Consultant

As an independent consultant on business development, strategy and projects management, have consulted diverse international clients and worked on assignments:

- Malawi Enterprise Development Programme (MEDP) – Ministry of Trade and Industry (MoTI), Malawi.
- SME Development Stakeholder Management Framework –Ministry of Trade and Industry (MoTI), Malawi.
- UK Market Entry Strategy Development – Alpha Africa Asset Managers.
- Developing Corporate Strategy and Agri-Services business plan – RUSAMI Holding Ltd.
- Business Plans Review, 2012 AIP Rwanda Enterprise Competition, Africa Innovation Prize (AIP)

- **Global Training Consulting (GTC), Mar – Dec 2012, UK**
Project manager

- As a project manager for the New Business Unit, set up GTC Energy, a new energy, oil and gas business subsidiary and developed related activities including: Strategies, brochure, website, training programmes and recruitment of consultants.
- Conducted Energy, Oil and Gas (upstream and downstream) industry market research.
- Developed Energy, Oil and Gas training programmes including: Energy and project management, supply chains and distribution, pre and commissioning, quality and standard, energy trading and derivatives, energy law.
- Developed effective B2B and B2C strategic partnerships to support growth with: NOCs, IOCs, government institutions, development agencies and private sector organisations.
- Supported operator's training co-ordination for the OB/OB and OBIAFU Oil & Gas plants commissioning, AGIP Nigeria.

- **Sub-Saharan Consulting Group (SSCG) , July 2011 – 2013, UK**
Head of Operations

In charge of day to day operation:

- Implemented new market penetration strategies for the UK and Sub-Saharan Africa.
- Structured innovative operation strategies, partnerships and market expansion plans.
- Provided operation support in the areas of: Projects, communications, HR, operations, finance, procurement, risk and change management.
- Defined processes and structures that improved operations performance and supported growth.
- Executed new business functions that created new opportunities and resulted increase in sales by 20%.
- Negotiated and closed consultancy projects with new clients.
- Organised conferences covering key areas: Innovation, entrepreneurship, economic development, trade and investment.
- Expanded international markets in countries such as: Kenya, Uganda, Zambia, Malawi and Nigeria.

- **Innovation Intelligence Group (IIG), Jan – July 2011, UK**
Business Development Executive (UK & Africa)

- Provided marketing and business development support to IIG to enhance brand awareness in the UK and Africa.
- Developed B2B and B2C relationships to increase client base, memberships and partnerships:

- Conducted market research and analysis, profiled prospective clients and identified new business growth opportunities.
- Developed and executed business development plans to enhance growth.
- Consulted clients on business model innovation and re-engineering development.
- Analysed global market disruptive and innovative industry leader's business models for clients.

PROFESSIONAL AFFILIATIONS

MEMBERSHIPS

- Society of Petroleum Engineers
- KPMG Global Energy Institute
- KPMG Global Enterprise Institute
- MIT Energy Initiative
- McKinsey Global Institute

PUBLICATIONS

n/a

LANGUAGES

English, Swahili, Kinyarwanda, Basic French