Godswill Nero Udezi

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ABOUT MYSELF

Dynamic professional with over five years of experience in Business Development, Leadership, Management and Software Engineering. Accomplished in driving business growth through strategic management, Insightful market research, and strong business partnerships. Proficient in full-stack development with JavaScript frameworks, Node JS, and MongoDB, with a strong track record of designing and building scalable web applications. Proven leader skilled in guiding cross-functional teams to deliver high-impact solutions, while continuously advancing technical expertise across the entire software development lifecycle from design to deployment. Committed to innovation, efficiency, and driving excellence in every project.

WORK EXPERIENCE

13/12/2017 – 11/02/2019 Port-harcourt, Nigeria
BUSSINESS DEVELOPMENT MANAGER 3 ENERGY ENGINEERING

- **Market Research and Competitor Analysis:** Conducted in-depth market research and competitor analysis, identifying key trends that led to a 15% enhancement in product offerings and informed strategic decisions.
- **Client Relationship Management:** Cultivated and maintained strategic client relationships, achieving a 30% growth in repeat business and securing long-term contracts through personalized service and targeted engagement.
- **Strategic Planning and Execution:** Collaborated with senior management to develop and implement growth strategies, aligning business objectives with market opportunities and driving successful expansion initiatives.
- **Technology Adoption and Process Improvement:** Drove the adoption of innovative technologies and tools to streamline business development processes, resulting in a 20% increase in operational efficiency and enhanced productivity.
- **Sales Strategy Development:** Designed and executed effective sales strategies to penetrate new markets and increase market share, leveraging insights from market research and client feedback.
- **Partnership and Network Building:** Established and nurtured key partnerships and networks to expand business opportunities and foster collaborative ventures that drive mutual growth.
- **Performance Metrics and Reporting:** Implemented performance metrics and reporting systems to track progress, evaluate outcomes, and make data-driven adjustments to business development strategies.

Business or Sector Other service activities | **Department** Bussiness Development | **Website** www.3energyeng.com

01/11/2018 – 28/07/2021 Lagos, Nigeria
SENIOR MANAGING DIRECTOR EXCELYN WATER COMPANY

- **Company Growth and Revenue Enhancement:** Bootstrapped and scaled Excelyn Water from inception, leading the company to achieve a 100% increase in overall revenue within 4 years.
- **Sustainability and Environmental Impact:** Encouraged sustainability reporting and integrated eco-friendly practices across operations, resulting in a 30% reduction in environmental impact and aligning with global sustainability standards.
- **Product Development and Innovation:** Directed product development and innovation, launching new services that contributed to a 40% increase in customer satisfaction and retention.

- **Crisis Management and Resilience:** Led crisis management efforts, successfully steering the company through challenging periods such as economic downturns and supply chain disruptions, while maintaining profitability and market presence.
- **Team Leadership and Organizational Development:** Fostered a high-performance culture by building and leading a skilled team, implementing effective training programs, and promoting collaboration, which contributed to overall organizational success and employee satisfaction.

Business or Sector Manufacturing | **Department** Managerial Role

18/10/2019 – 06/11/2023 Lagos, Nigeria
FULLSTACK SOFTWARE DEVELOPER FREELANCER

- **Club Reservation and Ticketing Platform:** Developed a high-traffic web application for a nightlife club, allowing users to seamlessly book tables, purchase tickets, and manage reservations. Integrated secure payment processing, real-time booking updates, and a dynamic user interface, elevating the club's customer experience and operational efficiency.
- **Restaurant Order Management System:** Engineered a comprehensive order management solution for restaurants, designed to streamline kitchen operations, order tracking, and inventory management. The app featured a responsive interface that simplified order processing, improved communication between kitchen staff, and enhanced overall service delivery.
- **Rotary Club Event Management System:** Created a specialized system for the Rotary Club in Lagos, where users could register for events and receive unique identification codes for easy access throughout the event. Developed an admin dashboard for real-time user management, meal timetable registrations, and overall event coordination, enhancing the experience for both attendees and organizers.
- **End-to-End Application Development:** Designed and implemented full-stack web applications using React, Node.js, and MongoDB, focusing on performance optimization that reduced page load times by 30% through efficient code and data handling strategies.
- **Custom Web Solutions:** Built a range of digital products, including personal portfolio websites, interactive landing pages, and utility applications, with a strong emphasis on responsive design, cross-browser compatibility, and user-centric interfaces.
- **API Design and Performance Enhancement:** Developed RESTful APIs to streamline data exchange between front-end and back-end systems, boosting data retrieval speeds by 20% and enhancing overall application responsiveness.
- **Client-Centric Development:** Engaged with clients to understand their specific business needs, delivering tailored solutions that were not only functional but also visually compelling, secure, and scalable.

Department FullStack | **Email** Hello@Oghenero.dev | **Website** www.oghenero.dev

08/01/2024 – 30/03/2024 Lagos, Nigeria
FRONT-END DEVELOPER ENTELLIGENCE

- **Prototype Development:** Partnered with the development team to design and build a prototype of a flexible billing application, including landing pages, login functionality, and a dynamic dashboard using React and TypeScript.
- **Cross-Browser Compatibility and Accessibility:** Prioritized cross-browser compatibility, responsiveness, and accessibility, creating a solution that empowers energy developers to reach diverse customer segments and bridges the gap in clean energy provision.
- **Research and Solution Design:** Conducted extensive research to identify financial barriers faced by off-grid energy developers, leading to the creation of a tailored solution supporting both banked and unbanked customers, including those with limited internet access.
- **API Integration and Real-Time Data:** Implemented seamless integrations of front-end components with RESTful APIs, enhancing real-time data interactions and providing a responsive user experience across various devices and platforms.
- **Inclusivity and Accessibility Focus:** Focused on accessibility and inclusivity, ensuring the solution bridged the digital divide by enabling payments and billing for customers with diverse technological capabilities, thus expanding access to clean energy.
- **Continuous Learning and Innovation:** Engaged in continuous learning of emerging technologies and industry best practices to innovate and optimize the front-end development process.

Website https://entelligence.uk/

EDUCATION AND TRAINING

12/09/2012 – 07/08/2016 Kumasi, Ghana
BSC ECONOMICS KWAME NKRUMAH UNIVERSITY

Website https://www.knust.edu.gh/

04/02/2017 – 10/11/2017 Lagos,, Nigeria
GRADUATE CERTIFICATE IN MANAGEMENT NIGERIAN INSTITUTE OF MANAGEMENT

Website https://nim.ng

25/05/2024 – CURRENT Valletta, Malta
MBA PROJECT MANAGEMENT GBS MALTA

Website https://gbs.edu.mt/

DIGITAL SKILLS

HTML | CSS | JAVASCRIPT | NODE JS | REACT | EXPRESS | GIT | MONGODB | Bootstrap | GITHUB | Postman | Typescript | MATERIAL UI

VOLUNTEERING

04/03/2017 – 10/02/2018 Adamawa state, Nigeria
Lead Project Manager (Aid Out Africa "Zero Illicit Drug Abuse For Teenagers")

- **Project Leadership and Coordination:** Led the planning, execution, and management of a community development project focused on creating awareness about teenage drug abuse in Northern Nigeria. Coordinated with a team of volunteers and collaborators to implement project activities.
- **Engagement with Secondary Schools:** Successfully engaged multiple secondary schools within the local government, utilizing sports as a unifying tool to bring students together.
- **Awareness Campaign Development:** Designed and implemented awareness programs tailored to resonate with teenagers, integrating educational talks, interactive sessions, and awareness materials during sporting events.
- **Community and Stakeholder Collaboration:** Worked closely with school administrators, teachers, and community leaders to gain support and ensure the participation of students in the project.
- **Resource Management:** Managed project resources, including time, budget, and materials, to maximize impact and ensure smooth execution of events.
- **Monitoring and Feedback:** Monitored the effectiveness of awareness initiatives through feedback from participants, adjusting the approach as needed to improve engagement and understanding.

Link https://www.instagram.com/p/Bg6i5gvlW6c/?igsh=MW52NW4xejNicGxoMg==

LANGUAGE SKILLS

Mother tongue(s):   **ENGLISH**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
YORUBA, ISOKO	C2	C2	C2	C2	C2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user