

BRIAN ONWUEGBU

--- PRODUCT MANAGER ---

I am a highly experienced business leader with a track record of driving strategic growth and operational efficiency. My diverse experience across sectors has equipped me with a unique set of skills, making me a versatile and valuable asset to any organization. I am a strong collaborator and thrive in cross-functional team environments.

CONTACT



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Abuja Nigeria

SKILLS

- Product Strategy:** Developing and executing product strategies aligned with business goals.
- Data Analysis:** Leveraging data insights to drive product decisions and enhance user experiences.
- Agile Methodologies:** Working in agile environments, collaborating with cross-functional teams in sprint planning and product development.
- User Experience (UX):** Understanding user needs and translating them into product features and improvements.
- Project Management:** Managing projects from conception to launch, ensuring timely delivery and stakeholder satisfaction.
- Market Research:** Conducting market research to identify trends, opportunities, and customer preferences.
- Risk Management:** Identifying and mitigating risks to ensure successful product launches and operations.
- Business Analysis:** Analyzing business requirements and translating them into product features and specifications.
- Communication Skills:** Effectively communicating product vision, requirements, and updates to stakeholders and team members.
- Leadership:** Leading and motivating cross-functional teams to achieve product development goals.

CAREER

Business Information Systems Director

Anbeez Services,
January 2021 - Present

- Spearheaded the transformation of business information systems, ensuring cohesive strategies and aligning product initiatives with company goals.
- Implemented KPIs and goal-setting frameworks to enhance product development efficiency, resulting in a 20% improvement.
- Leveraged data insights for proactive decision-making, contributing to a 15% increase in overall system reliability.
- Orchestrated the complete product lifecycle, including design, roadmap development, and IT rollouts for specifically designed tools for construction management.
- Conducted user training, support, and feedback sessions to ensure seamless adoption of new technologies.

EDUCATION

Product Management Immersion Course,

Career Foundry

October 2023- Date

- Relevant Skills: Agile Methodologies, Product Lifecycle Management, Customer-Centric Product Development, Business Process Improvement, Agile Project Management.

The University of Oxford - Oxford Fintech

Programme

(June 2019 - September 2019)

- Relevant Skills:
- Fintech Industry Knowledge, Innovation and Problem-Solving, Product Roadmapping, Launch Strategy, User-Centric Design, Risk Management, Regulatory Understanding, Data Analytics for Decision-Making.

Master of Science in Business

Administration Nigerian Nile Turkish

University, Abuja, Nigeria

(December 2014 - December 2016)

Bachelor of Arts (Honors) in Business

Administration

University of Portsmouth, Hampshire, UK

(September 2010 - July 2014)

Financial Product Sales Manager

Sterling Bank, PLC, Abuja, Nigeria

September 2017 - September 2020

- Executed a sales plan to maintain high sales, achieving a 20% increase in customer satisfaction.
- Conducted market research to identify new business opportunities, aligning with the bank's digital and financial products.
- Collaborated with the sales team to identify and capitalize on cross-selling opportunities, contributing to a 15% boost in revenue.
- Delivered presentations on digital and financial products to stakeholders, clients, and customers.

Business Development Officer

Anbeez Properties LTD, Abuja, Nigeria

September 2014 - August 2017

- Developed and sustained solid relationships with company stakeholders and customers.
- Analyzed customer feedback data to provide insights into product development and competitive positioning.
- Collaborated with executives to determine cost-effective approaches to pursue new business opportunities.

PROJECTS

Smart Business System Implementation at Anbeez Services, LTD

Role: Business Information Systems Director

Project Duration: January 2020 - December 2020

Objective: Design and implement a comprehensive smart tracking system to enhance operational efficiency in construction projects.

- Spearheaded the development and integration of a smart tracking solution using Benigle Technologies' Smart Trackers to monitor machinery and haulage trucks in real-time.
- Achieved a 25% reduction in operational downtime by optimizing machinery usage and haulage routes, leading to significant cost savings.
- Saved the company over 5 million naira annually by preventing theft, reducing fuel consumption by 20%, and minimizing lost work hours.
- Enhanced decision-making through the development of a dashboard for real-time data analysis on machine work hours, geolocation, and diesel consumption.