

MERCY IYELOBU

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Financial Manager

Wonderstar Healthcare Inc (2023 – 2024)

- **Oversee Day-to-Day Financial Operations:** I managed budgeting, accounting, and financial reporting to ensure the organization's fiscal health and stability. Performance Improvement - we achieved a reduction in operational costs by over 30% through efficient resource allocation and process optimization.
- **Conduct thorough Analysis of Business Performance:** I made strategic decisions about resource allocation and provide data-driven recommendations to improve financial outcomes. I enhanced revenue by over 20% by identifying and capitalizing on underperforming service lines and optimizing pricing strategies.
- **Ensure Compliance with Healthcare Regulations and Financial Laws:** I implemented measures to detect fraud, reduce risks, and optimize revenue cycles. I increased client servicing rate by 25% through improved documentation practices and staff training, leading to faster revenue collection.

Program Manager / Research Assistant

Africa Global Initiative, Northeastern University (2023)

- **Managed program activities and coordinated research efforts** to address critical issues facing African communities.
- **Conducted research on various development challenges** and contributed insights to inform program strategies and initiatives.
- **Facilitated collaboration between academic researchers, community partners, and policymakers** to drive positive change.
- **Assisted in grant writing and fundraising efforts** to support program sustainability and expansion.

Business Development Manager (Non-Governmental Organizations)

NEM Insurance Company (2019 – 2022)

- **Developed and implemented strategies** to expand partnerships with non-governmental organizations (NGOs) to promote social impact initiatives.
- **Identified and pursued new business opportunities** within the NGO sector, resulting in increased revenue and market share.
- **Established strong relationships with key stakeholders and influencers** in the NGO community to enhance brand visibility and reputation.
- **Provided leadership and direction** to a team of business development professionals, fostering a culture of innovation and excellence.

Research Assistant

Pan Africa School of Paralegal and Policy Studies (2020 – 2021)

- **Conducted research on legal and policy issues** affecting marginalized communities

in Africa, with a focus on human rights and access to justice.

- Assisted faculty members and senior researchers in data collection, analysis, and reporting for various research projects.
- Contributed to the development of training materials and curriculum for educational programs aimed at empowering paralegals and policymakers.
- Presented research findings at conferences and seminars to raise awareness and stimulate dialogue on pressing social justice issues.

Business Development Manager

America International Insurance Company (2009 – 2019)

- Led business development efforts to drive growth and market expansion for insurance products and services.
- Developed and implemented strategic plans to penetrate new markets and diversify product offerings, resulting in increased profitability.
- Cultivated and maintained relationships with corporate clients and brokers to maximize sales opportunities and customer satisfaction.
- Provided training and mentorship to sales teams to enhance their product knowledge and sales skills.

Contract Services

Petrolog Oil and Gas Services Limited (2007 – 2009)

- Managed contract services operations, including procurement, logistics, and project execution, to support oil and gas exploration activities.
- Liaised with clients, vendors, and subcontractors to ensure timely delivery of services and adherence to contract terms and specifications.
- Oversaw project budgets and expenditures to optimize resource allocation and control costs.
- Implemented quality control measures and safety protocols to maintain high standards of service delivery and minimize risks.

- **Grant management:** Experienced in fundraising, grant budgeting, administration, reporting, and compliance.
- **Data analysis:** Proficient in Stata, R, and Excel for comprehensive data analysis and interpretation.
- **Fluent in French Language:** proficiency in French for effective communication with French-speaking stakeholders.
- **Financial management:** Skilled in financial analysis, budget development, and monitoring spending.
- **Project coordination:** Capable of coordinating teams and partners to achieve

project objectives and meet deadlines.

MS Economics (Major), International Development (Minor)

Northeastern University, Boston (2024)

MS. Energy Studies and Law

The Robert Gordon University, UK (2011)

B.A. French Arts

Delta State University, Nigeria (2005)

-CERTIFICATES

World Bank Open Campus Learning

Green, Social and Sustainability Bonds: Sustainable finance solutions for emerging Markets

EDX Online Learning Platform

Fintech

Green Investments for Emerging Markets

YALI

Public-Private Partnerships

Climate Change

Fundraising

Northeastern University

Economic Development Seminar Series

Economics & Finance Workshops

AI (Artificial Intelligence) in Action (AI and Governance) - Badge

Nairametrics

Nigeria's Economic Recovery: Policies & Impact on the Economy

Member, Omicron Delta Epsilon (Economics Honor Society)