

IHEAGWAM IVY CHIDOZIEM

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PERSONAL INFORMATION

NATIONALITY: NIGERIAN.

BIRTHPLACE: OWERRI, IMO STATE.

MARITAL STATUS: SINGLE

INTEREST: SOCCER, MUSIC AND FASHION

CAREER GOALS

Through my hard work, dedication and result driven mind set as a Mechanical Engineer where I graduated top of my class, with years of professional experience. I have excellent knowledge of mechanical engineering practice, design and production, identify sales opportunities through sales activation, business development strategy, inventory and procurement management, project management, AutoCAD Design and warehouse management. Currently seeking a challenging position in your great organization where the opportunities to improve my skills and knowledge to achieve a progressive career path is limitless therefore achieving organizational growth by being part of your amazing team.

EXPERIENCE

January 2020- Present

ZENFIX LIMITED

Production Manager and Maintenance Manager

- planning and organising production schedules
- assessing project and resource requirements
- estimating, negotiating and agreeing budgets and timescales with clients and managers
- ensuring that health and safety regulations are met
- determining quality control standards
- overseeing production processes
- re-negotiating timescales or schedules as necessary
- selecting, ordering and purchasing materials
- organising the repair and routine maintenance of production equipment
- liaising with buyers and marketing and sales staff
- supervising the work of junior staff
- organising relevant training sessions
- Brainstorm and develop initial concepts to Updates and manages the project and budget through the design software and assists the client with product selections.
- Sets deadlines and manages critical path of the manufacturing process.

November 2018- December 2019

ALLCAD CONSULT LIMITED

Design and Construction Technology Sales Consultant

- Conduct initial consultation with clients on site or other means of Engagement and conduct follow up appointments.
- Brainstorm and develop initial concepts to Updates and manages the project and budget through the design software and assists the client with product selections.
- Sets deadlines and manages critical path of the design process with internal designers, project managers and outside engineers
- Reviews drawings and clarifies the scope for the client and the design team

ADDRESS:

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Town, Ojo, Lagos.

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[Website]

- Evaluate and prepare business plans for each assigned account. This involves evaluating the customer profile, creating value messaging, and targeting key steps needed to execute the account plans.
- Develop important and effective relationships within the account including Key Executives and translate customer challenges and opportunities into unique business value.
- Ensure the Autodesk team delivers Business Value to the Account(s), builds effective Account Business plan and execute upon the plan, builds, maintains and grows opportunity pipeline within Account(s), uses sound call planning to drive business results and makes continuous improvement in moving Autodesk from vendor to trusted advisor.

January 2015- October 2018

OBINNA WHOLESALE AND RETAIL VENTURES

Territory Manager/ Channel Distribution

- Manage employee sales staff results by hiring and communicating job expectations; planning, training, appraising results and disciplining to achieve our milestone.
- Maintains work flow by monitoring sales target by tracking individual and team sales performance in real-time, directly compare performance across multiple sales metrics or KPIs, make quick decisions based on the data instead of waiting for end of the quarter reports, using friendly competition to fuel motivation in sales team to create a transparent a data driven work environment.
- Maintains market coverage by forecasting steps of the sales, setting selling variables for number of prospects in an area, stocks taking and records, observing market control prices and drop in sales so that our customers don't have any reason to move to other competitors, fostering spirit of cooperation and satisfaction for good customer service.
- Establish, Organize and maintain inventory stock count procedure and conduct physical inventory count on a weekly basis as required.
- Create purchase order for monthly store re-stocking and secure approval for same and purchasing costs are registered in the system.
- Managing, maintaining, organizing an effective supply chain distribution and provide weekly report on activities.
- Provide timely feedback by tracing customer's complaint for returns of defective goods.

June 2013- December 2014

DANSA FOODS LIMITED

Assistant Production Supervisor

- Streamlined a key product characterization procedure by improving reproducibility and turnaround time for production of products.
- Making sure scheduled cleaning in process CIP is carried out to avoid dirt in the mixing tanks and flow lines.
- Accomplishes production staff results by communicating job expectations; planning, appraising results and discipline.
- Maintains work flow by monitoring steps of the process; setting processing variables; observing control point and equipment and fostering spirit of cooperation within and between departments.

- Organize and maintain production records, staffs rotation shifts and conduct physical count on a stocks available for production.
- Ensure operation of equipment by calling for repairs when needed and evaluating new equipment.

September 2012- February 2013

APEX ENGINEERING LIMITED

MECHANICAL ENGINEER (INTERN)

- Develop, implement and addresses design parameters using AutoCAD and through the guidance of my supervisor.
- Assist in the production of technical documentation while reporting to the supervisor on my weekly assessment.
- Overhaul engine component in the workshop and carry out engine product trouble shooting, routine maintenance and component investigation.

February 2011- September 2011

FEMRO3 NIGERIA LIMITED

MECHANICAL ENGINEER (INDUSTRIAL TRAINEEE)

- Accept increasing responsibility as more experience is gained through challenging work task under the supervisor guidance.
- Assist in the production of technical documentation while reporting to the supervisor on my weekly assessment.
- Overhaul sewing machines and engine components in the workshop and carry out engine product trouble shooting, routine maintenance and component investigation.

EDUCATION

February 2015- Present

UNIVERSITY OF LAGOS, LAGOS STATE

MASTERS IN ENGINEERING (DESIGN & PRODUCTION)

August 2007-August 2012

CARITAS UNIVERSITY, ENUGU

BACHELORS OF ENGINEERING (MECHANICAL ENGINEERING)

GRADUATED: SECOND CLASS UPPER (4.12)

CERTIFICATIONS

- Certificate of Training Project Management Professional (PMP) March 2019
- Certificate of Training AutoCAD April 2019

- Certificate of Training Good Manufacturing Practice (GMP) July 2013

SKILLS

- Good interpersonal skills
- Excellent in negotiation and adaptability skills.
- Good writing, Communication and presentation skills
- Excellent Analytical and Technical skills
- Excellent business acumen in B2B and B2C
- Excellent Knowledge in stores and inventory management
- Good knowledge of design and drawings using AutoCAD
- Good project management skill.
- Good in Microsoft Programs e.g. Excel and Microsoft Professional
- Excellent in handling Stress.
- Ability to work unsupervised.

REFERENCES

Name: Osagwere Celestine

Address: Close 40 House 2 Satellite Town Ojo Lagos

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Name: Olezi Stanley

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