

OBIOMA THADDEUS NWACHUKWU

MARKETING MANAGER

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Address: 12 Okigwe road, aba, Abia 082

EDUCATION

NIGERIA INSTITUTE OF MANAGEMENT (CHARTERED)

MEMBER (MNIM) (Jul 2013)

Relevant course work

- Marketing management
- Managerial Economics
- Management case analysis
- Computer appreciation
- Management principles and techniques

FEDERAL UNIVERSITY OF TECHNOLOGY OWERRI, IMO STATE.

Master of Business Administration (MBA) Project management (Jul 2004)

Relevant Course work

- Accounting theory
- Computer Application
- Managerial economics

- Management analytical tools
- Research methodology
- Financial management
- Human resources management

FEDERAL UNIVERSITY OF TECHNOLOGY

Owerri, Imo

Bachelor of Engineering Polymer and Textile engineering (Jul 1996)

ADDITIONAL SKILLS

English all round

Ibo native language

Financial Projections

Due diligence

Process Improvement

Employee relations

Sales leadership

Business development experience

Logistics

Customer relations

Customer service and retention.

CAREER OBJECTIVE

Hard-working professional with 23+ years of experience and a proven knowledge of account development, client relationship management, and distributor management. Aiming to leverage my skills to successfully fill the Marketing manager, or related role at your company.

EXPERIENCE

GENERAL MANAGER

MINL GROUP

(MINL LTD, SUMO STEEL LTD, SUMO AGROCHEMICALS LTD, JEBBA PAPER MILLS LTD, FEDERATED STEEL)

Operational areas: Aba, Onitsha, Owerri, Enugu, Portharcourt, Uyo, Calabar, Abakiliki, Yenagoa. 1998-Present.

PRODUCTS: Ropp caps, Crown corks, Sumo oven baked aluminium coils, Sumo galvanized roofing sheets, Sumo agro chemicals, Sumo paper, Sumo steel plates, Pipes and angles

RAW MATERIAL RECYCLING: Aluminium scraps, copper scraps, lead scraps, steel scraps.

- Demonstrated proficiency in driving achievement of sales KPIs.
- Gathered competitive insights in terms of messaging, brand positioning and communication.

- Conducted all sales activities with highest degree of professionalism and integrity.
- Played significant role in employee development, including initiative geared towards operational excellence.
- Participated in monitoring and compliance review process.
- Conducted management level meetings to ensure effective organization communication and performance.
- Analyzed and interpreted operational reports and identified areas for improvement.
- Inspired and guided individuals towards goal achievement.
- Offered recommendations and solutions in crisis situations such as work place violence.
- Secured purchase orders from customers and key accounts.
- Assessed quality of client service and provided direction for enhancements.
- Measured and provided counsel on improving operational performance.