Uriel **OJOGBEDE**

**OPERATIONS/BUSINESS MANAGER**

**Abuja, Nigeria**

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| **PROFESSIONAL SUMMARY** | An astute business/data analyst offering 5 years experience |

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| **AREAS OF EXPERTISE AND SKILLS** | Business & Data Analysis \* Tableau, MySQL,  PowerBI  Strategic Management \*  Quality Management Reporting \* Training and Facilitation\* Coaching and Mentoring \* Team Management (Physical and Virtual) \* Emotional Intelligence \* Effective Communication \* Proactive \* Goal-oriented \* Hardworking \* Innovative \* Service-focused \* Results-oriented \* First Aid \* Microsoft Office \* Driving |

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| **WORK**  **HISTORY**  **Others & Volunteer**  **(Full list available on request)** | 08/2020 - Date  Laukamz & Co. Ltd., Abuja Nigeria  **Operations and Business Development Management**  Achievements:   * Actively participated in Tenders with some success. * Prepared and administered proposals that have gotten us some government contracts; quite a number still in the pipeline. * Implemented some process improvements that has saved the company some running costs.   02/2008 – 07/2020  K-Basneph Global Service Ltd., Lagos Nigeria  **Operations and Business Development Management**  Responsibilities:  Maintained and increased the client base.  Consistently met the monthly sales target.  04 /2016 – 01/2018  **Maxfront Technologies, Lagos Nigeria**  Responsibilities:   * Business Development and Project Management.   Managed the end-to-end delivery of a software that captures the volume of petroleum products nationwide in real-time.  Participated in a successful Tender process.  Developed software documentations and how-to videos.  Supported client onboarding onto several bespoke software.  06/2014 – 03/2016  **Association for Consulting Engineering in Nigeria, Lagos Nigeria**  Responsibilities:   * Programs Management.   Conducted multiple professional trainings monthly and profitably.  Delivered two (2) international Workshops (FIDIC) with an excess of over One Million Naira each (first of its kind in the five (5) years prior).  Expanded the scope of the client base of the organization.  Developed the first ever CPD program for the organization with empirical grade points.  Coordinated the content, co-edited, supervised the publishing and distribution of the ACEN Magazine for 2 years.  05/2012 – 05/2014  **PhlexPlus**  Responsibilities:   * Business Development and Project Management.   Secured the company’s biggest client at the time – Samsung.  Saved the company millions of Naira by negotiating directly with importer and producers of branding item.  Got my first employee bonus for effective project management.  07/2011 – 06/2012: **Niger State Ministry of Sports (National Youth Service Corps) –** **Medical Assistant**  07/2011 – 06/2012: **AIESEC Benin, Cotonou, Benin – National Talent & Expansion Manager**  07/2010 – 06/2012: **AIESEC Slovenia, Ljubljana, Slovenija – National Talent & Expansion Manager**  09/2010 – 06/2011: **NAFDAC Central Drug Laboratory, Lagos, Nigeria – Quality Assurance Assistant**  07/2009 – 06/2010: **AIESEC Lagos, Lagos, Nigeria – Local Committee Manager**  08/2008 – 01/2011: **NAFDAC Central Drug Laboratory, Lagos, Nigeria – Intern** |

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| **EDUCATION** | 2006 - 2010  **Bachelor Degree of Chemistry**  University of Lagos |
|  | 2021 – Critical Thinking for Better Judgment & Decision-Making  2020 – Fundamentals of Digital Marketing; Data Science & Analytics  2019 – Business Development in Oil & Gas  2018 – Operations Management; Business Communication  2017 – Influencing People  2015 – Business Analysis; ISO 9001:2008 Implementation / Auditor Course  2014 – Advanced Microsoft Excel; Project Management; Introduction to Monitoring & Evaluation |

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| **REFERENCES** | References available on request |