

ODOGBO FREDRICK TAYE



Phone: +2348098353809
 E-mail: fred_odo@yahoo.co.uk
 Skype: fredrick.odogbo

Total Working Experiences Over 15 years.

Language

English: Spoken and Written

Personal Details

Date of Birth: 12th May 1979

Gender: Male

Marital Status: Married

Nationality: Nigerian

Address: 16 Shongobiya street,
Isolo, Lagos State.

Profile

To secure a challenging position in a medium / large profit-oriented institution which is primarily focused on maximizing returns on shareholders' funds.

Educational Qualification

- University of Lagos, Akoka, Lagos. **MSc (Marketing)** Date: 2011 - 2013
- University of Benin, Benin City, Edo State. **BSc (Business Administration) 2ND CLASS UPPER DIVISION** Date: 2002 – 2005
- Federal Polytechnic, Ado Ekiti, Ekiti State. **OND (Business Administration) UPPER CREDIT** Date: 1997 - 2000

Professional Skills

- Ability to lead and influence others to achieve desired goal.
- Excellent Interpersonal and Communication skill.
- Negotiation and ability to make informed decision.
- Diagnostic and Analytical skill.
- Time Management.
- Problem solving.

Personal Skills

- Sincere, enthusiastic, and energetic with a stern focused mindset to initiate and complete any task at hand and deliver.
- Willingness to learn, grow and assist the team at any given time required to achieve set target.
- Efficient and responsible at work.
- Self-confident, hardworking and possess strong leadership charisma with flexibility of service.

Professional Experience

ENERGY and POWER SECTOR – OVER 6 YEARS

ORGANISATION: IKEJA ELECTRIC PLC., ALAUSA IKEJA, LAGOS, NIGERIA (March 2019 TILL DATE)

POSITION: UNDERTAKING MANAGER (COMMERCIAL AND TECHNICAL OPERATIONS MANAGER)

Duties & Responsibilities

- Ensure smooth functioning of the undertaking's day to day operations.

- Ensure overall coordination and functioning of all technical and commercial operations in the Undertaking
- Ensure that all faults and complaints are resolved adhering to safety and quality compliance
- Manage the Undertaking stores materials availability i.e. inventory management
- Deliver satisfactory customer service, investigate and resolve customer complaints
- Prepare the Undertaking budget during annual budget preparation.
- Manage all HR&A and security related activities for all the employees in the Undertaking.
- Monitor Undertaking performance through key performance measures.
- Ensure provision of adequate resources for various activities in the Undertaking.
- Identify training needs of officials and arrange to provide the same.
- Ensures Undertaking operations are in compliance with the I.E's policies.
- Acts as a capable representative of the organization at the Undertaking level.
- Ensure that all faults and complaints are resolved, safety, quality compliance.
- Identify training needs of staff and arrange to provide the same.
- Defines KPIs and performance targets.
- Coordinates Project work within the Undertaking.
- Create a harmonious working environment, mentor staff and motivates all team.
- Perform viability and engineering load survey of new substations/distribution transformers.
- Ensure compliance with safety standards in fault clearing and construction.
- Comply with Quality Management System / Occupational Health & Safety requirements including objectives and applicable regulations relating to assigned jobs.
- Perform any other duties as requested by the Business Manager, MD/ CEO and COO.

ORGANISATION: IKEJA ELECTRIC PLC., ALAUSA IKEJA, LAGOS, NIGERIA

(March 2016 - February 2019)

POSITION: ENERGY SALES COORDINATOR (MARKETING MANAGER)

Duties and Responsibilities

- Ensure effective maintenance of customers' accounts to reflect status.
- Manage customer database effectively by aligning meter books to individual overheads and distribution transformer.
- Ensure qualitative billing of customer on different transformers/feeders to reflect energy consumption.
- Coordinate all cash collection activities at the Undertaking and accountable for 100% collection of revenue billed.
- Resolve all billing and revenue related customer complaints.
- Drive efficiency in new customer acquisition and retention.
- Render weekly report of all commercial activities within the Undertaking.
- Identify emerging markets to harness opportunity for new customer acquisition.
- Implement Marketing Strategies to meet and exceed the commercial target of the company in the Undertaking.
- Meeting cash collection and revenue target of the Undertaking.
- Following up of payments by maximum demand and Prime customers within the network of the Undertaking.
- Monitoring set targets for Energy Sales Supervisors (ESS) and Energy Sales Representatives (ESRs).

TELECOMMUNICATION SECTOR – 9 YEARS

ORGANISATION: GLOBACOM LIMITED, 53 ADEOLA ODEKU, VICTORIA ISLAND, LAGOS - (OCT. 2007-FEB. 2016)

POSITION: CORPORATE AND CHANNEL ACCOUNT MANAGER

Duties and Responsibilities

- Seeking out new accounts in allocated cluster or area.
- Building and managing relationship with clients in the Oil & Gas Sector.
- Competitors' information and market intelligent reporting for management decision making.
- Identify, qualify, present and close deal on sales in Oil & Gas sector.
- Clients' retention on the network.
- Preparing business proposal for prospect.

- Telecommunication solution sales (Voice and Data services)
- Maintain and grow existing account.
- Competitors' information and market intelligence reporting.
- Preparing reports on Channel Partners and Corporate accounts for management decision making.
- Liaison with Credit control on Channel Partner and Corporate account bills and management.
- Identify, qualify, present and close contract on sales of services to enterprise.
- Retain customers on the network
- Monitoring and management of Partners activities and performances.
- Seek out new account in allocated areas to maximize sales revenue and meet corporate objectives.
- Preparing business proposal for clients.
- Recruitment of new Partners and maintaining good relationship with existing ones.
- Implementation of sales plan.
- Training of Partners sales force on Glo postpaid products.
- Glo 3G modem solution sales and activation.
- Blackberry solution sales and activation (BES and BIS).
-

EDUCATION:

- University of Lagos, Akoka, Lagos - **M.Sc. (Marketing)** 2012 - 2014
- University of Benin, Benin City, Edo State - **B. Sc (Business Administration) 2ND CLASS UPPER DIVISION** 2002 – 2005
- Federal Polytechnic, Ado Ekiti, Ekiti State - **OND (Business Administration) UPPER CREDIT** 1997 - 2000
- St. Michael's Catholic School, Akure - **West Africa School Certificate Examination** 1991 -1997
- St. Patrick's Primary School, Akure - **Primary School Leaving Certificate** 1984 – 1990

PROFESSIONAL QUALIFICATIONS AND TRAINING:

- Nigerian Institute of Management (NIM) - **Proficiency Certificate in Management** 2007

REFEREES:

Availability on request