

David, Edozie Onochie

Project Manager | Strategy Consultant

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I am a result-driven Project Manager | Strategy Consultant offering over 5 years of diverse experience in developing and implementing business stabilization procedures, delivering high-profile projects, conducting market research assignments, managing business stakeholders, and developing disruptive strategies for change. I have also assisted investors in conducting diagnostic studies, applying scenario-based planning, supervising business turnarounds, and facilitating Board and Management retreats. Generally, I am very passionate about helping Organizations find design solutions that meet their objectives.

EXPERIENCE

Strategy Consultant / Project Manager

American International Insurance Company (AIICO Insurance), Victoria Island, Lagos

May 2021 - Present

- Strategy Planning/Formulation – worked closely with middle to senior management in developing and launching strategic initiatives to include, developing strategic frameworks as well as new market opportunities.
- Research & Product Development – facilitated and managed product development process in collaboration with all business stakeholders.
- Developed Business briefs that initiated a mutually beneficial partnership between the Organization and several InsurTech Companies.
- Provided support in translating Strategic Business Unit plans into specific operational plans and programs – including subsidiary companies.
- Financial Analysis – assisted the development of various financial models that support the assessment and underlying valuation of potential opportunities i.e. market sizing, financial forecasts as well as additional financial analysis as appropriate.
- Conducted market research and periodically assessed and monitored industry/competitor activities, new developments and identify impact on company's operation.
- Facilitated the implementation of the company's, short, medium and long term strategic goals and objectives using a performance management system and framework.
- Carried out an Opportunity Assessment for the expansion of the Company's geographical reach across Sub-Saharan Africa. Including the development of an optimal strategy required to penetrate each identified country.

Senior Business Analyst (Market Intelligence)

Phillips Consulting (pcl.), Abuja

Jan 2018 - May 2021

- Successfully facilitated Board & Management Strategy Retreat for a leading Investment Company. The Session gave the Management a clear-cut direction to achieving their deliverables within the next five years.
- Developed an overarching business plan for one of the leading Cement Producing Companies in Nigeria.
- Developed a business case – Investment Readiness Support for a Conglomerate Group, looking at expansion projects including venturing into the rice value chain in Nigeria.
- Successfully setup a PMO for the DFID/NIAF Bridge Training Needs Assessment and Project Management Training project. Reviewed: Terms of Reference (ToR) for the project, Statement of Work (SoW) and Project Initiation Document (PID). Gathered data about project progress and produced status reports.
- Identified and analyzed industry and geographic trends with business strategy implications.

- Created business intelligence tools and systems, including design of related databases, spreadsheets and outputs.
- Maintained library of model documents, templates and other reusable knowledge assets.
- Conducted an Investment Readiness Analysis for a Company headquartered in Northern Nigeria with interest in Agribusiness, Health, Hospitality and Education sector.
- Successfully set up a Programme Delivery Unit (PDU) for one of the critical Ministries in Nigeria. The function of the PDU was geared towards supporting the Hon. Minister deliver on his mandates and initiatives.
- Prepared reports of findings, illustrating data graphically and translating complex findings into written text.

Research Assistant/Administrative Assistant (NYSC)

Nasarawa State University, Keffi (NSUK)

Mar 2017 - Jan 2018

- Worked with Head of Department to deliver administrative support across research projects.
- Proofread and edited correspondence to fix typographical errors or mistakes in grammar.
- Used Microsoft Office Suite to create and revise documents and presentations.
- Coordinated travel arrangements and reconciliation of expense reports.
- Served as primary point of contact for facilitating operational and administrative inquiries.
- Prepared purchase requisitions and requests for payment.
- Maintained office inventory by assisting with supply orders.
- Resolved issues, escalating major conflicts and concerns to appropriate personnel.
- Designed and streamlined departmental forms, fostering data entry and retrieval.

EDUCATION

Bachelor of Engineering (B.Eng.) In Polymer Engineering

Federal University of Technology, Owerri (FUTO)

Jun 2016

ADDITIONAL SKILLS

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| • Excellent Communication | • Dependable and Reliable |
| • Critical Thinking | • Team Leadership |
| • Problem-Solving | • Project Management |
| • Customer Service | • Data Visualization |

CERTIFICATIONS

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| • Project Management Certification (PMP) | • PRINCE2 Foundation Certification |
| • McKinsey & Company Forward Program Certification | |

REFERENCES

References available upon request