

Contact

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Top Skills

Business Development
Sales
Business Strategy

Languages

English
Hausa
German (Elementary)

Certifications

Enterprise Design Thinking
Practitioner

Senior Professional Member

1) Design Driven Entrepreneurship.
2) Fundamentals of Starting
and Running a business. 3)
Community Organising for Action
4) Fundamentals of Business
Expansion

Publications

Project Thesis on The Roles
of Multinational Corporations
on Economic Development (A
case study of Shell Petroleum
Development Company- SPDC)

Home Safety & Environment

Victor Obioma Uche (SPMIIM)

Exec. Board Member || AYUC Commissioner || Mentor || Tech
Enthusiast || Sportpreneur || Serial Risk Taker ||

Summary

I am strong driven, self directed professional with over 10 years business management experience in Mobile device, service and Consumer Electronics Industry. I have a track record of driving business growth strategy, business port folio management, managing and mentoring cross functional and virtual teams to translate company objectives into viable action plans in order to consistently exceed expectations in delivering business results. My specialties are:

- Channel Management.
- Customer service.
- Partner acquisition, retention and mentorship.
- Strategy and planning.
- Key account management
- Customer engagement and relationship management
- Business expansion
- Product management
- Marketing and sales management.

My interest is to be a Member of Board of world class forward thinking Multinational Corporation operating in Sports|| FMCG|| Energy|| Telco|| Consumer Electronics|| Industry before I am 40.

Experience

VicFaus Integrated Solutions Limited (Division of VIEWS GROUP Co.)

Board Member

October 2019 - Present (9 months)

Lagos

www.viewsgroup.co

I am responsible for key decisions that relate to strategy, profitability and sustained growth of VicFaus Integrated Solutions Ltd. (Division of VIEWS GROUP Co.) I oversee strategy and maintain synergy that drives our corporate MISSION- to help Individuals, small businesses and large organisations amplify visibility for their products and services by creating exciting graphic designs, large format printing solutions., In addition to providing procurement, material and equipment supply and general contract services.

VIEWS GROUP Co.

Advisory Board Member

August 2019 - Present (11 months)

Lagos State, Nigeria

www.viewsgroup.co

Board Member of VIEWS GROUP Co. responsible to provide strategic Leadership and Direction to position and revive a family business chain offering leading solutions in Large Format Digital Printing, Heavy Equipment Sales, Spare Parts Supply, After Sales Support, General Contracts and Supplies!

Sport Career Company- Division of CAREER GATEWAY PLUS LIMITED

Executive Board Member

January 2014 - Present (6 years 6 months)

Lagos State, Nigeria

www.sportcareer.ng

Sport Career Company is Division of Career Gateway Plus Limited; We offer solutions that cater to: Athlete Marketing, Sport Content Creation, Sport Career Advisory, Scouting, Athlete Representation, Intermediation, Sport Endorsements, Destination Management, Sports business consulting, Athlete On boarding & Settlement.

** Some of the projects we have handled include: TikiTaka Sweden regional talent identification program (to GOTHIA TIPSELIT tournament in Sweden) for South East Nigeria. 100+ U17 players from 40 academies registered for this program; 10 of them were picked for the National screening and 1 player made the team to the GOTHIA TIPSELIT Cup tournament in Sweden in 2017.

** This is in addition to Volunteer support offered to TeamNigeria UK team's CSR sports project for U17 players held in 3 states: IMO, FCT Abuja and Lagos State.

Samsung Electronics West Africa
Service Network Account Manager for West Africa
August 2017 - October 2019 (2 years 3 months)
Lagos Nigeria

I was responsible at Samsung Electronics for service network account management and expansion strategy. I simplify complex business operations and optimise management of Service Level Agreements by use of enterprise management tools: SAP, ECMS, CS Portal, QINGS, GSPN, GPPM; I manage spare parts order, repair speed and AR management in 4 key and 1 of the biggest service partner accounts worth \$223k USD. I offer partners/ stakeholder advisory that help strengthen efficiency of service operations.

My experience cuts across customer service, sales and marketing, public relations, SME management, civic leadership and enterprise development. I have had the opportunity to lead businesses in FMCG, Airport Service, Mobile device and technology and consumer electronics industries.

Key activities: service network stakeholder management, management of Service Level Agreements for service network, business development, service network expansion and optimization strategy, service partner accounts management, management of In Shop Service team, P&L ownership for the biggest Service Partner account within service network.

Geography: Nigeria, Benin Republic, Ghana, Ivory Coast, Mali, Senegal and Togo.

Interactions: local and regional teams, service network stakeholders, strategic partners, corporate bodies and Government agencies.

Samsung Electronics West Africa

Modern Trade Specialist: S/South & S/East, Nigeria

September 2014 - January 2016 (1 year 5 months)

South South and South East, Nigeria

My role as Modern Trade Specialist sees me engage In-Store Promoters and Brand Shop Owners on strategies/initiatives to drive Volume/Value Sales and increase in Customer footfall to achieve and surpass Monthly, Quarterly any Yearly Store Sales targets.

In addition to monitoring Stock holding to drive Sell through from DISTRIBUTOR into the Hyper Markets, Brand Shops & Multi Stores in 8 cities in S/East & S/South, Nigeria. I am also responsible for after sales support, lead generation, conversion, customer retention support and Samsung's Image management to Brand Partners/Store Owners, Customers & the public; Samsung's values of Excellence and cutting edge Quality Customer Service delivery via the Brand Shop Ambassadors and Trade Representatives.

Nokia West Africa/CMS Ltd.

Retail Management: Imo, Abia and Akwa Ibom State

November 2008 - September 2014 (5 years 11 months)

Aba, Owerri, Umuahia & Ikot Ekpene: South South, Nigeria

- o Manages 60 retail sales outlets in Owerri and Umuahia South East, Nigeria.
- o Retail partner acquisition, retention and growth strategist.
- o Consults for Retailers on strategy for building larger customer base.
- o Delivers retail business management support for point of sales through professional consulting in product portfolio management, inventory evaluation and stock holding planning.
- o Plays advisory role to retailers on the benefits of Cross and Up selling.
- o Management of Share of shelf for product display and share of space for brand materials deployment In Store.
- o Product and soft skill training for over 80 sales staff to improve value sales and profit.

- o Responsible for retail device sellout data capture and market intelligence reporting which is the bedrock of Nokia's decision making.
- o Competitor and market shares analysis.
- o Canvasses for more retail partners to grow the number of touch points for the brand at retail.
- o Retail Partner and Customer loyalty program management: pre and post selection phase.
- o Lead Generation and after sales support

Panalpina World Transport, Ltd, Apapa. Lagos, Nigeria

Acting Asst. Mgr. Airport Services

September 2006 - November 2008 (2 years 3 months)

- o Collate and input into company database Client travel arrangement request
- o Arrangement of Airport Meet & Greet and transportation to and from Airport for Departing/Arriving World Bank, DSME, HHI, Stena Drilling, Oceaneering, Dril Quip and other Servicing Companies Crew Men working on the Agbami/FPSO Oil field
- o Arrangement of Hotel Accommodation for Arriving/Departing Crew men
- o Issue Local/International flight tickets for World Bank, DSME, HHI, Stena Drilling, Oceaneering, Dril Quip crew men going on & off Agbami/FPSO Oil field, as well as to those flying out to their Home Countries.
- o Prepare Invoice for service rendered for Client payment approval

British American Tobacco, Ltd

Field Representative

January 2004 - November 2004 (11 months)

- o Daily routine visits to Outlets in designated sales region
- o Outlet Branding and Merchandising
- o Educate Outlet sales person on different cigarette brands to stimulate sell out
- o Collation of weekly Sales Data
- o Recommendation of Outlets for recognition for outstanding volume sales
- o Draw up reports on BAT's market share in the Nigerian market.

Education

Imo State University, Owerri. Imo State, Nigeria
Bachelor of Science (B.Sc.), Economics · (2000 - 2004)

Chicago Institute of Business Management Online
Leadership and Influence, Organizational Leadership · (2015 - 2015)

International Business Management Institute (IBMI)
Mini Masters in Business Administration, International Business · (2018 - 2019)

International Business Management Institute (IBMI)
Diploma, International Business · (2018 - 2019)