

UMANAH MMEKIDMFON, MNIM





BUSINESS LEADER | POLICY ANALYST


SUMMARY

Top-tier Professional with interest in the intersection between Sustainable Business, Technology and Development Policy. I have more than six years Management and Leadership experience working in Health, Tech, FMCG and Nonprofit sectors. I am always constantly seeking ways to contribute to a better and more prosperous world.


CONTACT

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SKILLS

Public Speaking
Team Management and Leadership
Project Management
Strategic Planning and Execution
Critical Thinking

WORK EXPERIENCE

CEO

May 2017

Aimcare NG (www.aimcare.africa. Family focused organization improving health and wellbeing of people esp women and children in Nigeria)

Leading the strategic planning and implementation of programs for the company which has included strategies to strengthen primary healthcare institutions with improved access to innovative global products, inventory financing and management. Also involved in stakeholder engagements, customer relations and overall team leadership

Country Director

May 2020

DOT Glasses, Czech (www.dotglasses.org. World's most innovative and affordable prescription eyeglasses company)

Tasked with managing DOT Glasses in Nigeria and executing a 5-year \$3 million portfolio, building the company's brand image and implementing marketing strategies to develop the Nigerian market. Additional duties include contract negotiation, procurement, and cost analysis.

Cofounder/CEO

April 2019 – May 2020

Booncare Foods Limited (www.booncarefoods.com. Fast growing food processing company)

Built and ran one of the fastest growing healthy food companies in Nigeria. Grew it in 10 months from a 2-man team with 1 product to a team with 15 staff members and 3 products including the Premium Boon Rice and the Brown Rice Cereal, with our products in 20 major stores nationwide

Executive Director

Jan 2019 – May 2020

WaterEase Africa (www.waterease.info. Nonprofit using resource mobilization and advocacy to improve access to water and sanitation)

Coordinated strategic activities that led to the provision of clean water in 3 communities to about 1000 people. Led a workforce of 20, pitched for funding from donors, and managed the organization's relationship with government, donors and other NGOs

Strategy Consulting

Feb 2017 - August 2017

Lekki Garden – Horizon Estates (Nigeria's biggest real estate company)

Responsibilities included curating and implementing strategies for better customer service, brand promotion and sales optimization. Also involved in the evaluation and monitoring of conditions of properties.

Chief Operations Officer

Feb 2015 - December 2016

Bazar.com.ng – (e-commerce company)

Responsibilities included initiating a promotional strategy to increase brand awareness and optimize sales which resulted in getting 500 unique users in 4 months. Pitched for investment and raised \$5000 grant within 3 months of launch and was named by Techstars as one of best 12 start-ups in Nigeria in 2015. Implemented business relationships and partnerships through direct meetings with customers and stakeholders. Also, directly responsible for staff hiring.

EDUCATION

2021 – 2025

PhD Business & Management (In-view)
Kings College London

2019 – 2020

MSc International Development
Distinction
University of Birmingham

2010 – 2015

BSc Geomatics Engineering
(formerly Surveying and Geoinformatics)
4.11/5.0 CGPA

University of Nigeria

AWARDS/RECOGNITION

2019/2020 British Chevening Scholar
Global Shaper, World Economic Forum

2019 Fellow, Youth Action Net, International Youth Federation

2018 Fellow, Young African Leaders Initiative (YALI-RLC)

2018 Fellow, LEAP Africa Social Innovators Program

2017 Fellow, Open Society Initiative for East Africa (OSIEA) Young Leaders Forum

2017 Fellow, Young Professionals Bootcamp

2017 Winner, Graduate Entrepreneurship Funds Initiative, Bank of Industry, Nigeria

2015 Fellow, Tony Elumelu Entrepreneurship Program

LEADERSHIP

Secretary General, International Development Society, School of Government, University of Birmingham

Volunteered at the One Young World Summit in London where I was tasked, alongside a few others, with managing 700 delegates

Organized the first ever Walk for Water Event in Akwa Ibom State and the biggest in South-south/South-east Nigeria (2018).

Created the Hygiene for Every Child Campaign, directly educating 11,000 young people in 9 communities across Nigeria on personal hygiene and handwashing and distributing free hygiene products (2016-2019)

Convener, Emerging Leaders' Summit. One of the most attended Leadership Summits in South South Nigeria.

Named 2017 top 5 Young Gladiators in Nigerian Health Sector.

Shortlisted as one of top 7 development solutions exhibited during the Global South South Expo in Turkey.

Contributing Editor Wikipedia Sanitation Team