ETI OVIEMO ISRAEL

**CAREER SUMMARY**

A top performing Business development professional, experience in all aspect of sales and marketing, contract negotiation and account management. Highly effective at creating, building and nurturing professional business relationships, promoting products with collective corporate goal of increasing market share through strategic business planning and innovative sales initiative. Experienced procurement professional skilled in sourcing material and equipment. Proven ability to develop and oversee operating budgets, and communicate with other departments, vendors, and executive management to ensure procurement goals are met

**CAREER PROFILE**

A Self-motivated and Goal Oriented person with Good interpersonal, Communication, Analytical and Conceptual skills. Driven to lead sales teams to achieve record setting revenue gain. Enthusiastic team player with strong work ethics and advance complex problem solving skills, able to function comfortably and effectively either as part of a team or individually; adaptable to different work environments

**ORGANISATIONAL SKILLS**

* Planning Skill
* Assigning priorities
* Time Management skills
* Strong analytical and logical skills
* Management and Leadership knowledge and experience
* Persuasive negotiator
* Strong interpersonal skills
* Resolution-orientated
* Energetic and driven
* People-orientated
* Flexible
* Dependable
* Excellent communication skills
* Ability to work under Pressure
* Excellent work ethic
* Motivated team player

### WORK HISTORY

 ***MAY 2016 – APRIL 2016***

**POSITION: GENERAL MANAGER OF OPERATIONS**

1. Improve the operational systems, processes and policies in support of organizations mission, support better management reporting, information flow and management, business process and organizational planning.
2. Contribute towards the achievement of company’s strategic and operational objectives.
3. Play a significant role in long-term planning, including an initiative geared toward operational excellence
4. Planning and controlling change.
5. Managing quality assurance programs.
6. Researching new approach and alternative methods of efficiency.
7. Overseeing inventory, distribution of goods and facility layout.
8. Monitor, manage and improve the efficiency of support services such as IT, HR, Accounts and Finance.
9. Facilitate coordination and communication between support functions
10. Coordinate and monitor the work of various departments involved in production, warehousing, pricing and distribution of goods.
11. Monitor performance and implement improvements. Ensure quality of products. Manage quality and quantity of employee productivity.
12. Manage maintenance of equipment and machinery. Provide technical support where necessary.
13. Plan the use of human resources. Organize recruitment and placement of required staff. Establish organizational structures. Delegate tasks and accountabilities. Establish work schedules. Supervise staff. Monitor and evaluate performance.
14. Improve processes and policies in support of organizational goals. Formulate and implement departmental and organizational policies and procedures to maximize output. Monitor adherence to rules, regulations and procedures
15. Manage customer support. Plan and support sales and marketing activities.

**DALF ETI LIMITED *FEB 2012 – APRIL 2016***

***PORT HARCOURT***

**POSITION: BUSINESS DEVELOPMENT EXECUTIVE AND PROCUREMENT SPECIALIST**

1. I quarterly set sales targets and define strategy to achieve these targets.
2. I create new business deals by coordinating, developing and negotiating contracts and price.
3. It’s my job to Locate or propose potential business deals by contacting potential partners; discovering and exploring opportunities and Bid management
4. I prepare Business plan and Overseeing of the procurement department
5. I also source and quote for materials and services
6. I regularly close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations
7. I develop and implements efficiencies, standardized tools, practices and procedures shortening the quotation, RFP and decision making and evaluation time.
8. I consult with vendors to obtain optimum pricing and availability information
9. I ensure safe working area and work procedures in line with Company’s Health and Safety
10. I Liaise with other members of Sales Team to actively promote sales opportunities, exchange information and increase professionalism
11. I build relationships with customers and the community to promote long-term business growth.
12. I regularly meet existing customers to review current services and expand sales opportunities.
13. I consult with businesses to supply accurate product and service information.
14. I conduct face-to-face sales calls with business executives and directors throughout assigned territory.
15. I prioritize all tasks and projects to meet tight deadlines.
16. I negotiate prices, terms of sales and service agreements

***DISCREET VENTURES NIGERIA LIMITED*  FEB 2011 - JAN 2012**

***PORT HARCOURT***

**POSITION: LOGISTICS OFFICER**

1. I negotiated contracts, Transportation and Handling costs
2. I obtained, check and prepare documentation to meet Customs and insurance requirements, packing specifications, and compliance with overseas countries' regulations and fiscal regimes.
3. I Arranged payment of freight and other charges or collection of payment on behalf of the client

***SATI RESOURCES NIGERIA LIMITED*  FEB 2011 - OCT 2011**

***PORT HARCOURT***

**POSITION: OPERATION MANAGER**

1. I coordinated, manage and monitor the workings of various departments in the organization
2. I managed customer support. Plan and support sales and marketing activities.
3. I assisted in the development of strategic plans for operational activity. Implement and manage operational plans
4. I coordinated with the quality assurance personnel to ensure that the goods meet an acceptable standard and generates positive feedback from clients.
5. I constantly interacted with the employees, prepare reports on the current condition of logistics, and decide on the next course of action.

**EDUCATION/QUALIFICATIONS**

**MASTER OF BUSINESS ADMINISTRATION** Ongoing

UNIVERSITY OF NICOSIA - CYPRUS

**SCRUM FUNDAMENTALS CERTIFIED (SFC)**  JULY 2016

SCRUM STUDY

**MASTER CERTIFICATE IN BUSINESS MANAGEMENT**  APRIL 2014

MASTER CLASS MANAGEMENT – USA

**CERTIFIED BUSINESS OPERATION PROFESSIONAL (CBOP)**  MARCH 2013

INTERNATIONAL ACADEMY OF PROJECT MANAGEMENT

**B.SC IN MANAGEMENT** DECEMBER, 2010

**UNIVERSITY OF PORT HARCOURT**

**PROFESSIONAL DEVELOPMENT AND FURTHER LEARNING**

**PROCORE CERTIFICATION: SUPERINTNDENT** JULY 2016

 CERTICATE OF COMPLETION

**SIX SIGMA YELLOW BELT** JULY 2016

 CERTICATE OF ACHIEVEMENT

**CERTIFICATE OF ACCOMPLISHMENT** JUNE 2016

CERTIFICATE PROGRAM IN PUBLIC PROCUREMENT

GOVERNANCE GLOBAL PRACTICE. THE WORLD BANK

**MOOC OIL & GAS** MAY 2016

FROM EXPLORATION TO DISTRIBUTION

IFP SCHOOL, FRANCE

 CERTIFICATE OF ACCOMPLISHMENT

**SIX SIGMA WHITE BELT** JANUARY 2016

 CERTICATE OF ACHIEVEMENT

**CONFLICT ANALYSIS** MARCH 2015

 CERTICATE OF COURSE COMPLETION

**DIPLOMA IN OPERATIONS MANAGEMENT** JUNE 2013

 ALISON CERTIFIED LEARNING

**DIPLOMA IN HUMAN RESOURCES**  JUNE 2013

 ALISON CERTIFIED LEARNING

**DIPLOMA IN SUSTAINABLE DEVELOPMENT**  MAY 2013

 ALISON CERTIFIED LEARNING

### CERTIFICATE IN FUNDAMENTALS OF INCOTERM MARCH 2013

 ALISON SCHOOL, GHANA

### CERTIFICATE IN THE ART OF NEGOTIATION FEBRUARY 2013

 ALISON SCHOOL, GHANA

**DIPLOMA IN PROJECT MANAGEMENT** FEBRUARY 2013

 ALISON SCHOOL, GHANA

**OCCUPATIONAL SAFETY AND HEALTH SUPERVISOR**  DECEMBER 2013

 **(OSHA ACADEMY USA)**

**NYSC EXEMPTION CERTIFICATE** JUNE 2012

**LEADERSHIP AND CITIZERY TRAINING**  MAY, 2008

 CERTIFICATE OF ATTENDANCE

**KEY COMPUTER SKILLS**

Knowledge in Microsoft Word, Excel and SAP

**CERTIFICATE OF COMPLETION IN HP LIFE E-LEARNING ON**

**INVENTORY MANAGEMENT MANAGING CONTACT INFORMATION**

**MAXIMIZING CAPACITY CUSTOMER RELATIONSHIP MANAGEMENT**

**PROFESSIONAL MEMBERSHIPS AND AWARD**

**LIFE MEMBER** - INTERNATIONAL ACADEMY OF PROJECT MANAGEMENT **(IAPM)**

**EXCELLENCE AWARD -** BY NIGERIA TOP EXECUTIVE IN THE OIL AND GAS INDUSTRY

**REFEREES**

Available on request

**Job Seeker First Name / CV No: 1799712**

[Click to send CV No & get contact details of candidate](http://www.gulfjobseeker.com/feedback/submit_fb_em.php)

 