Henry

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| Objective  | My principle objective is to contribute to the growth and development of my employer, improving on the goals and benefits of all stakeholders by so doing achieving my aspiration and growth.  |
| Education | **MSc. in Public Health (Feb 2010 – Dec 2011)**Institute of Health Policy and ManagementInternational Health Sciences University, Kampala – UgandaPrincipal Subjects are:▪ Environmental & Occupational Health ▪ Foundation of Public Health ▪ Leadership & Change in Healthcare ▪ Health care Policy & Planning▪ Ethics & Integrity in Healthcare ▪ Health Economics▪ Primary Health Care & Health Promotion ▪ Health Science Research▪ Population Studies & Reproductive Health ▪ Biostatistics▪ Health in Conflict & Complex Emergencies ▪ Epidemiology▪ Financial & Material Resource Management**Certificate in International Public Health (Jun 2011 – Jul 2011)**Oslo University College Summer School, Oslo – NorwayPrincipal Subjects are:▪ The Scope of International Public Health ▪ Interpersonal Health Care in International Public Health **MSc. in Managerial Psychology (May 2005 – Jun 2007)**University of Ibadan, Ibadan, Oyo State – NigeriaPrincipal Subjects are:▪ Organizational Structure ▪ Managing Conflict and Stress in Organization ▪ Leadership in Organization ▪ Motivation in Organization▪ Management Thoughts and Theories **B.Pharm in Pharmacy (Sep 1988 – Oct 1995)**University of Ibadan, Ibadan, Oyo State – NigeriaPrincipal Subjects are:▪ Pharmaceutical Chemistry ▪ Pharmaceuttics ▪ Pharmacognosy ▪ Pharmaceutical Microbiology▪ Pharmacology ▪ Pharmacy Laws in Nigeria▪ Clinical Pharmacy ▪ Industrial Pharmacy▪ Research ▪ Pharmacy Management▪ Anatomy ▪ Biochemistry▪ Physiology**General Certificate of Education (GCE) A’ Level (Nov 1986 – Nov 1988)** Kings’ College Lagos, LagosPrincipal Subjects are:▪ English ▪ Mathematics ▪ General Paper**West African School Certificate (WASC) O’ Level (Sep 1981 - Jun 1986*)***Community Secondary School, Tolu, Olodi-Apapa, Lagos - Nigeria Principal Subjects are:▪ Biology ▪ Economics ▪ Chemistry ▪ English Language▪ Physics ▪ Additional Mathematics ▪ Mathematics ▪ Religion Knowledge ▪ Government **First School Leaving Certificate (Sep 1975 - Jul 1981)**Local Authority School 1B, Ajegunle, Apapa, Lagos – NigeriaPrincipal Subjects are:▪ English ▪ Arithmetic ▪ General Paper |
|  | **Research/Projects undertaken**Sept., 2012: Satisfation & Reach Among Expectant Mothers Attending  Antenatal care in Five health Facilities in Kampala District. (MPH International Health Sciences University, Uganda) July 2008: Kiragga Community Sanitation Project Proposal, Implemented  by Kiragga Community Sanitation Committee. (PPM Makerere University, Kampala Uganda)July 2008: Internship Report of AIDS Windows Orphan Family Support  (AWOFS). (PPM Makerere University, Kampala Uganda)March 2007: Consumers’ Attitude and Buying Behaviour towards NAFDAC  Awareness Campaign – A Case Study of Sachet Water  (MMP, University of Ibadan, Oyo State Nigeria)August 1995: An Investigation into the In-vitro Anti-microbial Properties of  diospyros tricolor (Ebenaceae) and sterculia tragacantha  (Sterculiaceae)  (B. pharm, University of Ibadan, Oyo State Nigeria) |
|  | **Other relevant education**

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| **INSTITUTIONS** | **COURSE COVERAGE** |
| Basic Research and Health Development Initiative Uganda Institute of Humanitarian and Health Sciences. Kampala - Uganda**AWARD*****Certificate in Health Policy, Planning and Management (2010)*** | * Concepts of Health Policy
* Determinants of Health Policy
* Principle of Health Policy & Management
* Health Insurance
* Basis of Health Policy Planning
* Health Sector Management
* Social Aspects of Health Problems
* Health Policy Implementation and Sustainability
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| Basic Research and Health Development Initiative Institute of Humanitarian and Health SciencesKampala - Uganda**AWARD*****Certificate in Public Health (2010)*** | * Introduction to Public Health
* Public Health Management
* Approaches to Public Health
* Sanitation and Health
* Reproductive Health
* Gender and Public Health
* Social Security and Health
* Preventable Disease Management
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| Makerere UniversityKampala - Uganda**AWARD*****Certificate in SPSS and STATA Data Analysis (2010)*** | * Introduction to Stata and Spss
* Entering data
* Exploring data
* Modifying data
* Managing data
* Analysing data
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| Makerere University,Kampala – Uganda**AWARD*****Certificate in Project Planning and Management (2008)*** | * Introduction to Project and Programme Management Concepts
* The Project Cycle
* Problem Analysis and Needs Assessment
* The Logical Framework approach to PPM
* Gender Issues in PPM
* Project Selection and Analysis (Feasibility Study)
* Participatory Approach to PPM
* Writing a Winning/Funding Proposal
* Project Implementation Scheduling Project Monitoring & Evaluation
* Project Cost Structures & Budgeting
* Project Monitoring & Evaluation
* Project Communication and Documentation
* Research and Data Management
* Project Procurement Management
* Human Resource Management
* Project Documentation
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| Teaching/Work Experience | **January 2014 to July 2016****Marketing Manager****Dahlink Investment (U) Ltd, Kampala Uganda*** Managed all marketing for the company and activities within the marketing department
* Developed the marketing strategy for the company in line with company objectives
* Co-ordinated marketing campaigns with sales activities
* Oversaw the company’s marketing budget
* Created and publicated of all marketing in line with marketing plans
* Planned and implemented promotional campaigns
* Managed and improved lead generation campaigns, measuring results.
* Overall responsibility for brand management and corporate identity
* Monitored and reported on effectiveness of marketing communications
* Maintained effective internal communications to ensure that relevant company functions are kept informed of marketing objectives
* Analysed potential strategic partner relationships for company marketing.

Accomplishments:* Achieved Proper communication at all level
* Accomplished marketing objectives within company budget
* Achieved strategic goals with market activities

**January 2012 to date****Part-Time lecturer – Public Health****Postgraduate School, Bugema University Kampala Campus*** In this position, I handle a class of 35 – 40 students in the following courses:
* Public Health Management & Leaders
* Health Policy and Planning
* Maternal, Child Health and Population dynamics
* International Perspective of Public Health

Accomplishments:* Proper understanding of courses by students
* Ability of students to relate courses to daily events
* Ability of students to develop intervention strategies and to implement them

**September 2007 to September 2013** **Country Manager****Gemini Pharmaceutical East Africa Ltd, Kampala Uganda*** In this position, I determine the staffing requirements, run interview, hire and train new employees, as well as oversee personnel processes. I also direct and coordinate organization's financial and budget activities to fund operations, maximize investments, and increase efficiency. I establish and implement policies, goals, objectives, and procedures, conferring with board members, organization officials, and staff members as necessary.
* In addition, I manage the staffs, prepare work schedules and assign specific duties and monitor businesses and agencies to ensure that they efficiently and effectively provide needed services while staying within budgetary limits. I plan and direct activities such as sales promotions, coordinating with other department heads as required. Review financial statements, sales and activity reports, and other performance data to measure productivity and goal achievement and determine areas needing cost reduction and program improvement.
* I determine goods and services to be sold, and set prices and credit terms, based on forecasts of customer demand. Develop and implement product marketing strategies including advertising campaigns and sales promotions. Liaise with regulatory and key partners and ensuring compliance with regulatory requirements.

Accomplishments:* Increased customers’ portfolios’
* Sustained business activities within budget limits.
* Timely submission of monthly reports
* Reduced debtors by 80% in one year
* Good relationship with clients and the necessary regulatory authority

**February 2004 – August 2007** **Divisional Head****Bill + Brothers Ltd, Lagos Nigeria*** My responsibilities were to plan and direct activities such as sales promotions in conjunction with other department heads as required.
* Review financial statements, sales and activity reports to measure productivity and goal achievement and to determine areas needing cost reduction and program improvement as well as to determine goods and services to be sold, set prices and credit terms, based on forecasts of customer demand.
* Develop and implement product marketing strategies including advertising campaigns and sales promotions. Direct and coordinate activities of businesses in relationship with importation, pricing, sales and distribution of products.

Accomplishment:* Increased customer coverage
* Introduced a new product(Clanza soft gel)

**April 1999 - November 2003** **Assistant Manager - April 2001 – November 2003****Euromed Limited (Formally, B&S Durbin Nig Ltd), Lagos Nigeria*** Plan and direct activities such as sales promotions.
* Review financial statements, sales and activity reports, and other performance data to measure productivity and goal achievement and to determine areas needing cost reduction and program improvement.
* Determine goods and services to be sold, and set prices and credit terms, based on customer demand forecasts.
* Develop and implement product marketing strategies including advertising campaigns and sales promotions.
* Direct and coordinate activities of businesses in relationship to importation, pricing, sales and distribution of products.

**Sales/ Medical Representative - April 1999 – March 2001*** Plan and direct activities such as sales promotions.
* Develop and implement product marketing strategies including advertising campaigns and sales promotions.
* Direct and coordinate activities of businesses with respect to importation, pricing, sales and distribution of products.
* Give feedback on competitors activities in the field

Accomplishment * Increased territory coverage
* Increased customer participation by 85% in 12 months
* Registered five new products
* Timely report on sales activities
* Established good relationship with regulatory bodies

**COURSEs/TRAININGS**8th April – 14th June 2013Successfully completed a course in **Rational Pharmaceutical Promotion** at the Department of Pharmacology and Therapeutics School of Biomedical Sciences College of Health Sciences Makerere University.2nd April 2011Attended a workshop on **Continuing Professional Development (CPD) Programme** conducted by EDCO International Ltd on Management of obstetric emergencies emphasis on post partum and ante partum haemorrhage, Diagnosis and management of Tuberculosis and Diagnosis and management of Depression and its impact on HIV Infection.6th March 2010 Participated in training and implementation of routine **HIV Prevention Strategies, Counselling and Testing in Clinical Settings** supported by Global Health AndHIV/AIDS Initiative Uganda with funding from USAID, DFID, European Union, in partnership with Ministry of Health and Makerere University. 16th – 20th November 2009 Attended a course at Uganda Management Institute, Kampala, Uganda on **Budgetary** **Management and** **Expenditure Control**18th – 21st January 2007 Attended a workshop at Sapid Holdings Headquarters Lagos Nigeria, facilitated by Okot and Associates on **Business Attitude**14th – 17th December 2006Attended a workshop at Lagos State Retreat Centre Eleko Beach, Lagos Nigeria, facilitated by Okolo and Associates, on **Budget planning and Business Development**20th – 21st May 2005 Attended a workshop at University of Lagos, Lagos Nigeria facilitated by Bola Adedigbe Associate Consult on **Accounting for Non Financial Executives**13th – 14th May 2005 Attended a workshop at University of Lagos facilitated by Bola Adedigbe Associate Consult Victoria Island, Lagos Nigeria on **Management Skills Development**20th – 21st April 2005 Attended a training programme organized by Development and Resource Foundation (supported by Ford Foundation and British Council) at Yaba, Lagos Nigeria on **NGO** **Management.** 19th – 21st July 1998 Attended a workshop at Tom Associates building Ilupeju Lagos Nigeria, facilitated by Tom Associates on **Customer Service**  |
| Skills & Strengths | **Social skills & competence*** Excellent leadership and motivational abilities.
* Skilled at managing human, material, and financial resources.
* Excellent written and verbal presentation skills, as well as organizational skills.
* Able to communicate effectively with a wide range of employees, leaders at various levels.

**Organizational skills & competences*** Excellent interpersonal, team building and political skills.
* Self-starter, high energy, able to work independently,
* Professional demeanor, mature judgment, works well under pressure.
* Team working, Organizing, Planning, Persuading, Negotiating etc

**Computer skills & competences*** Proficient with Microsoft word, excel and power point.

**Other Languages*** Basic French

**Interests*** Gym, Chess, Music, travelling, Football,
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