

ELEDU, HILARY UCHECHUKWU

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SKILL INVENTORY

- Result-oriented Professional that offers a solid background of experience indicated by significant achievements
- Strong critical thinking, problem solving and time management skills with proven success at handling multiple responsibilities in high pressure environment
- Independent self-starter and natural leader that build cohesive teams and foster collaborative efforts, providing the motivation and direction to drive excellence with passion
- Knowledgeable skills in:
 - ◆ Capital Market Operations
 - ◆ Process Improvement
 - ◆ Financial Modeling
 - ◆ Business Development
 - ◆ Training of professionals
 - ◆ Real Estate Investment
 - ◆ Asset Management
 - ◆ Investment Products
 - ◆ Client Relationship
 - ◆ Treasury Management
 - ◆ Fin. & Budgetary Controls
 - ◆ Business Advisory
 - ◆ Financial Advisory Services
 - ◆ Capital Raising
 - ◆ Strategic Planning
 - ◆ Facilities Management
 - ◆ Human Capital Mgt
 - ◆ Finance/Strategy Consulting

CAREER ACHIEVEMENTS

- Innovatively designed Pragmatic Investment–decision tools for Proprietary Trading activities that have generated massive trading income for the organisation.
- Turn around the Back office Operations of BGL Limited and position it as one of the best Back Offices in Nigeria. This has attracted many Institutional and High Networth Individuals to do business with BGL Plc through her subsidiary BGL Securities Limited.
- Directly supervised the identification, setting-up, furnishing and take-off of 20 branch offices of BGL Securities Limited spread across the country.
- Played a leading role in identification and implementation of cost optimisation strategies that lead to a group-wide reduction of overheads by more than 25% per annum.
- Designed and made several presentations of investment proposals to Institutional Investors and High Networth Individuals.
- Played a key role in the strategic acquisition of substantial holdings in Transcorp Plc by Heirs Holdings Limited, a process that has unlocked significant value for all relevant stakeholders.
- Carried out a successful financial restructuring, business and process turnaround assignment at DAAR Communications Limited, leading to the company acquiring a national network licence leading to wider advertisement reach with significant impact on revenue streams.
- Played a leading role in the design of the Investment Policy & Strategy for the entire group.
- Played a leading role in the automation and integration of Stock-broking, Financial Control and Human Resources functions across the entire BGL Group.
- Provided business, financial and strategic consulting services to companies that enhanced operational efficiencies, growth in profit margins and new business opportunities.

PROFESSIONAL EXPERIENCE

Arnett Consulting /Arnett Properties Managing Director

Jan. 2017 - Date

Arnett Consulting: (Managing Consultant)

- Engaging with clients to understand their needs, present findings, and provide recommendations; building and maintaining strong client relationships
- Leading and managing consulting projects, including overseeing project deliverables, coordinating team efforts, and ensuring timely completion
- Performing in-depth analysis to identify issues, evaluate data, and develop actionable insights, using analytical tools and methodologies
- Assisting clients with the implementation of recommendations or strategies to ensure successful execution

- Realigned the work function of a Real Estate development and marketing team so that they consistently met or exceeded set targets.
- Formulated the M&A target identification strategy in an Educational Service industry and valued a potential target company.

Arnett Properties: (Managing Director)

- Developed tailored marketing strategies utilizing digital platforms and print media resulting in 25% increase in sales and profit.
- Provided bespoke property tours and personalised services for mid and high-net-worth clients, resulting in repeat business and referrals.
- Collaborated with clients to develop investment strategies and property portfolios that aligns with their financial goals.
- Identifying under-valued properties and connecting discerning investors with the opportunity, as well as interfacing with all relevant parties to ensure smooth and transparent transaction closure.

July 2015 – Dec. 2016 - Retired from BGL and spent six months preparing and strategizing on transiting from an employee to an entrepreneur.

BGL Asset Management Limited

Nov. 2013 – June 2015

Plot 1061 Abagbon Close, Victoria Island, Nigeria

Managing Director (April – June 2015)

- Providing strategic direction of all the divisions within the organisation.
- Champion and provide advice on, investment policy direction for portfolios under management.
- Liaise with all relevant stakeholders, internal (within the subsidiaries and the Group) and external (regulatory bodies fund management associations) to ensure that the overall goals of the organisation are achieved and also ensure that the organisation abides by all statutory regulations.
- Champion business development opportunities and grow the organisation's AUM.
- Responsible for enterprise risk management for the organisation.
- Ensure quarterly meeting of Investment Team: consisting of Internal Traders & Investment Managers, as well as external custodians and trustees to our mutual funds.

Deputy Managing Director, Investment Solutions (Nov. 2013 – March 2015)

- Oversee the performance and operations of the Portfolio Management Team, which is responsible for equity, fixed income, specialty asset investments as well as Fund Management.
- Champion the improvement of the processes and procedures within the Directorate.
- Oversee the preparation of investment policy and formulate portfolio strategy for managed funds.
- Champion the new product development process for the entire organisation.
- Managed AUM in excess of N60 billion and achieved average return of 18% per annum.

BGL Securities Limited

July 2013 – Nov. 2013

12a, Catholic Mission Street, Lagos Island, Nigeria

Executive Director, OTC Market (July 2013 – Nov. 2013)

- Performance Management- Ensuring that the overall directorate performance targets are met.
- In-depth technical and fundamental analysis of securities admitted for trading on the NASD OTC Exchange.
- Management of the Group Strategic Investments in OTC Securities and identification of other strategic investment opportunities.

Divisional Head, Principal Investments (January 2010 – July 2013)

- Performance Management- Ensuring that the overall divisional performance targets are met.
- In-depth technical and fundamental analysis of securities to facilitate sound investment decisions.
- Achieved 30% returns per annum on average investment fund in 2010 as against the Nigerian Stock Exchange Equity Index of 18.8% which is the globally accepted index for benchmarking return on equity investment.
- Played active role in the strategic acquisition of controlling stake in Transcorp Plc by Heirs Holdings Limited in 2011.
- Management of the Group Strategic Investments and identification of other strategic investment opportunities.
- Played key role in the design and formulation of the Investment Policy/Strategy of the entire group.

Divisional Head, Management Support Services (July 2008 – Dec. 2009)

- Ultimate responsibility for the company's human capital and facilities management strategy.
- Directly supervised the setting up and furnishing of 20 additional branch offices of BGL Securities Limited spread across the Country.
- Supervised the setting up of various HR Policies and the transition of Human Resources Division from a cost centre to a Strategic Business Partner.
- Engineered and supervised the change of the organisation's staff appraisal system to embrace a balanced scorecard methodology.
- Recommended and implemented Human Resources and Administration-related cost optimisation strategies.

BGL LIMITED*Plot 1061, Abagbon Close, V/I, Lagos Nigeria***May 2003 – June 2008****Divisional Head, Management Support Services (Sept. 2006 – June 2008)**

- Direct oversight over the following Units:
 - Human Resources, Administration, Financial Control & Corporate Treasury
- Supervised the setting up of various HR Policies and Procedures to guide staff.
- Recommended and implemented various cost optimization strategies on operational expenses.
- Supervised the computerisation of Human Resources operations on Human Manager, and Accounting and Stock-broking software on Progenics Symbols.
- Developed organisational financial strategy framework
- Developed Monthly Performance Review (MPR) template and championed weekly and monthly budget performance review.

Unit Head, Stock-Broking Operations (May 2003 - Aug. 2006)

- Overseeing the overall activities of the Stock-broking operations unit of BGL Securities Limited, A wholly owned Subsidiary of BGL Limited
- Formulate strategies for efficient and seamless back office operation.
- Ensuring that set service standards are maintained.
- Handling clients' complaints to ensure quick responses and feedbacks to clients.
- Ensuring proper documentation, accurate client's account and error-free reports to management.
- Preparation of Monthly and Quarterly Returns/Report to regulatory authorities such as Securities and Exchange Commission (SEC) and the Nigerian Stock Exchange (NSE)
- Liaising with Registrars of quoted companies at the top level for effective collection and verification of client's share certificates.
- Training and development of Operations' staff for effectiveness and efficiency.

Daar Communications Limited

(On Secondment from BGL Limited)

1 AIT Road, Alagbado Lagos, Nigeria

Mar. 2001 – Apr. 2003

General Manager (Finance)

- Implemented full computerisation of the accounting system from Peachtree Accounting to Sun Accounting.
- Designed Accounting Manual and Internal Control Procedural Manual for the organisation.
- Designed an integrated budget template for both domestic and international operations of the company to show profitability or otherwise of each Television/Radio Station.
- Organised and facilitated various in-house training seminars on budget preparation, implementation and review for General Managers of all Strategic Business Units.
- Facilitated the expansion of branch stations and the securing of a Network Licence to give the organisation a national spread and improve its competitive advantage.

BGL LIMITED

Plot 1061, Abagbon Close, V/I, Lagos Nigeria

Jan. to Feb. 2001

Unit Head, Financial Control/Information Technology

- Preparation of Financial Accounts and Supporting documents.
- Automation of the Budget Preparation process and training of relevant SBU on their contribution to the organisational wide budget.
- Working with Human Resources Unit to simplify Staff Payroll using automated spreadsheet to generate Staff Payroll Schedule and Pay Advice using either Microsoft Excel or Lotus 1-2-3 (Can't remember which).
- Providing Information Technology Support to relevant SBU

Intermatch Nigeria Limited

Ikosi Road, Oregun, Lagos, Nigeria

Jan. 1990 - Dec. 2000

Accountant / Systems Manager

- Designed an on-line Sales Invoicing System using dBASE IV Plus Database programming software to handle all the sales invoicing of the products of the company.
- Implemented full computerization of the entire Accounting System networked through Novelle Netware.
- Developed a fully computerised raw materials costing and Work-in-process templates that generated variance analysis and interfaces with the main budget file.
- Recommended and implemented a cost reduction strategy that reduced war material cost by 25% and spare parts costs by 40%.

Abraham Babatunde Baruwa

3, Isale Agbede Street, Opposite ONOLA Square, Lagos Island, Lagos, Nigeria

Dec. 1984 - Dec. 1989

Admin/Investment Clerk (Worked for an elderly man in his late sixties to manage the operational aspects of his properties and share investments)

- Periodic visit to his properties in various parts of Lagos (Island and Mainland), and Ogun state to ensure that his tenants are using the properties in line with the purpose contained in the tenancy agreement.
- Representing him in court (backed by a Power of Attorney prepared by his lawyer) whenever there are court cases with any of his erring tenants.
- Ensuring that dividends due and bonuses accrued are credited to the relevant accounts.
- Representing him by attending AGM's of companies held especially within Lagos State.
- Handle administrative duties, including managing files, organising documents and general office management.

PROFESSIONAL QUALIFICATIONS

- Fellow, The Institute of Chartered Accountants of Nigeria (2013)
- Alumnus, Lagos Business School (2008)
- Associate, The Institute of Chartered Accountants of Nigeria (2007)

EDUCATION

LAGOS BUSINESS SCHOOL, Aja, Lagos, Nigeria (March to July 2008)
Advance Management Program (AMP 20), 2008

UNIVERSITY OF LAGOS, Akoka, Lagos, Nigeria (2007 to 2008 Session)
Master of Business Administration (MBA), (2009)

DEBIS PROFESSIONAL COMPUTER INSTITUTE, Ikeja, Lagos, Nigeria (Jan. to Dec. 1989)
Diploma in Data Processing, (1989)

ARAROMI SECONDARY SCHOOL, Sari Iganmu, Lagos, Nigeria (1979 – 1984)
General Certificate of Education (Ordinary Level), 1984

COURSES ATTENDED

- Financial Analysis for Business Advice (IBFC Agosto Training, Nigeria)
- Professional Selling & Marketing Skills (Dale & Parker Limited, Nigeria)
- Personal Effectiveness (Dale & Parker Limited, Nigeria)
- IPO Marketing Strategies and Selling a Public Issue (Nigerian Stock Exchange, Nigeria)
- Derivative Markets and Financial Engineering (Nigerian Stock Exchange, Nigeria)
- Asset Securitization (Nigerian Stock Exchange & Association of Issuing Houses of Nigeria)
- Back Office Management (Institute for International Research (IIR), Dubai, UAE)
- Master Financial Controller (IIR / International Academy of Financial Mgt., Dubai, UAE)
- Leadership and Management (Ethan Hathaway Limited, London, U.K.)
- Advance Management Program - AMP 20 (Lagos Business School, Nigeria)
- Financial Modelling using Excel (Euromoney Training, Nigeria)
- Self-Mastery & Peak Performance (Lanre Olusola Coaching Academy, Lagos, Nigeria)

VOLUNTARY SERVICES

Ikoyi Club 1938 (Tennis Section)

- Captain (2017 – 2019)
- Ex-Officio (2013 – 2016)
- Treasurer (2011 – 2013)

Ikoyi Club 1938 (Main House)

- Chairman, Investment Committee (2017 – 2018)
- Member, Investment Committee (2016 – 2017)
- Member, Special Investigative Panel on HR, Staffing and Process (Sept. 2015))
- Member, Audit Committee (2014 – 2016)
- Member, PPMC 2012 - 2014

BIO-DATA

Date of Birth: 21st October 1967

Place of Birth: Agbor, Ika (South) LGA, Delta State, Nigeria

Sex / Marital Status /Nationality: Male / Married / Nigerian

Hobbies: Music, Drama, Reading, Tennis, Football and Travelling

REFEREES

To be provided on request