

## CURRICULUM VITAE

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### EDUCATIONAL QUALIFICATION WITH DATE

PhD Entrepreneurship and Enterprise Development	In view
Master of Business Administration (MBA)	2004
Master of Information Science (M.Inf.Sc.)	1997
BSc. Geography (2 <sup>nd</sup> , Class Honours, Upper Division)	1994
West African School Certificate A/L	1988
West African School Certificate O/L	1986

### EDUCATIONAL INSTITUTIONS ATTENDED WITH DATES

Universite Gaston Berger, St. Louis Senegal	May 2012 - Date
Lagos Business School, (Pan African University, Lagos, Nigeria)	Jan 2003 - Dec 2004
Africa Regional Centre for Information Science, (ARCIS) (University of Ibadan, Nigeria)	Nov. 1995 - Dec 1997
University of Ibadan, Nigeria	Jan. 1990 - Mar. 1994
Federal Government College, Kano.	Jan. 1987 - Dec. 1988
Federal Government College, Kano.	Sep. 1981 - Jun. 1986

### HIGHLIGHTS OF WORKING EXPERIENCE

April 2009 – Date                      FOG and Bakers Resources Ltd  
8, Funso Williams Avenue (Formerly Western Avenue)  
Surulere  
Lagos, Nigeria

Designation

#### **Executive Director/ Principal Consultant**

- Enterprise Development Consulting
  - New Business/Start-up Consulting
  - Corporate Transformation and Turn Around Consulting
  - Business Planning
  - Business Process Development
  - Partner Sourcing
- Telecommunications Consulting
  - Broadband Project Evaluation and Support
  - Market Analysis & Support
  - Local Content Advisory Services
  - Vendor Selection & Advisory Service
  - Funding Advisory Services/Support
- Project Development & Support
  - Infrastructural Project Support
  - Funding Advisory Services
  - Process development and Implementation
  - Project/Program Management

- Sales Methodology Development & Sales force Mentoring
  - Sales Process Development
  - Miller Heiman Sales Methodology Implementation and Support
  - Sales Training
  - Sales force Handholding and Mentoring

July 2005 – March 2009

**SIOTel Nigeria Limited**

5A, Karimu Ikotun Street  
Victoria Island  
Lagos, Nigeria

Designation

**Managing Director/CEO**

- Company Refocusing & Re-Engineering
  - Vision & Mission Development & Monitoring
  - Business Process Development & Implementation
  - HR Systems Development & Management
  - Finance Systems Development & Management
  - New Business Development
- Responsible for the overall company performance
  - Strategy Development & Execution
  - Operations Management
  - Budgeting and Planning
  - Business Development
  - Performance Monitoring
  - Relationship Management

Feb 2004 - Jan 2005

**Resourcery Limited**

18, Adeola Hopewell Street  
Victoria Island  
Lagos, Nigeria

Designation

**Business Manager, Solutions Development**

- Responsible for the company's New Business Directions
- New Solutions Development
- Business Case/Plan Development & Defence
- Budgeting and Planning
- Co-ordination of Solutions Development Team
- Identifying and Developing New Business Alliances
- New Solutions Sales & Marketing Program Conceptualisation and Execution
- Service Levels Development & Execution
- Solutions Presentation,

July 2002 – Jan 2004

**Soft Solutions Limited**

5, Alh. Tokan Street  
Alaka Estate, Surulere  
Lagos, Nigeria

Designation

**Head, Sales**

- Responsible for the overall sales function of the company
- Development, Interpretation and Implementation of company's sales and marketing strategies
- Budgeting and Planning
- Co-ordination of Sales/Marketing Team
- Sale Process Coordination & Control
- Training, Sales force Development & Motivation
- Identifying and Developing New Business Alliances
- Marketing Program Conceptualisation and Execution
- Prospecting
- Solutions Presentation,
- Relationship Management

April 2000 – July 2002**Ideal Infosystems Limited**

(Member of the Leventis Group)  
2, Wharf Road Apapa  
Lagos, Nigeria

Designation

**Sales Manager**

- Responsible for the overall sales function of the company
- Development, Interpretation and Implementation of company's sales and marketing strategies
- Budgeting and Planning
- Co-ordination of Sales/Marketing Team
- Nationwide Dealership Network Development & Coordination
- Retail Chain Development & Support
- Identifying and Development of New Business Alliances
- Market research & Foot Printing
- Marketing Program Conceptualisation and Execution
- Business Prospecting, Presentation, Relationship Management
- Project Management

June 1998- Jan 2000

**Techno-Logic Nigeria Limited**

(Microsoft Certified Technical Education Centre and Microsoft Certified Solutions Providers)  
13<sup>th</sup> Floor, Elephant House  
214, Broad Street, Lagos Nigeria

Designation

**Business Development Manager**

- Development, Interpretation and Implementation of company's marketing strategies.
- Business Prospecting and Relationship Management
- Technical Marketing.
- Marketing of Business Solutions, Software, Networks
- Co-ordination of Marketing Team
- Business Solutions Development and Consulting
- IT Planning and Implementation

- Proposal Generation, Presentation and Defence.
- Project Management

April 1997-June 1998

**Logica Solutions Ltd.**

4, Akerele Rd. off Ogunlana Dr. Surulere, Lagos

Designation

**Manager, Marketing**

- Development, Interpretation and Implementation of company's marketing strategies.
- Co-ordination of Marketing Team
- Marketing of Computer Hardware, Software, Networks (LAN/WAN)
- Systems Solutions, Proposal Generation, Presentation and Defence.

June 1995-Jan. 1996

**Model Options Ltd.**

47, Adeniyi Jones AV. Ikeja, Lagos.

Designation

**Field Representative / Marketing Executive**

- Sourcing and Purchasing of Produce for Export
- Sourcing and Purchasing of Produce for Local Supply
- Supervision of Produce Processing for Export
- Marketing of Corporate Gifts and Promotional Items

June 1994- May 1995

**Drug Abuse Challenge Team (DACT)**

Ibadan, Nigeria

Designation

**National Youth Service, (Social Worker/ Admin. Officer)**

- Organised, Conducted, and Addressed Drug Free Rallies all over Oyo State
- Office and General Administration
- Maintenance and Co-ordination of Correspondence between DACT and Partners.
- Fund Raising
- Awareness Drives

## **Certifications**

- **Miller Heiman Certified Sales Professional®**
  - *Strategic Selling*
  - *Conceptual Selling*
  - *Negotiate success*
  - *Large Account Management Programme*
- **Miller Heiman Certified Sales System Trainer**
  - *Strategic Selling*
  - *Conceptual Selling*
  - *Large Account Management Process*
  - *LAMP Implementation*
  - *Funnel Scorecard*

## **Other Affiliations:**

- Member Board of Directors (Treasurer), Nigeria Internet Registration Association (.ng)
- Vice President Internet Service Providers Association of Nigeria (ISPAN)