

IBRAHIM AUWAL

B.SC DIP.SOC II

OPERATIONS | PARTNERSHIPS | SOCIAL MEDIA | MANAGEMENT | BRANDING | ADMINISTRATION

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ABOUT ME

Operations Personnel, Leads Generator, Brand Manager and Business Partnering Expert and Amazon FBA & Wholesale E-Commerce Specialist, A graduate with a degree in Sociology, Diploma II in Sociology, Core trainings in Brand Management, Operations, Business Partnerships and Administration, Core management experience from Heteral Consultancy Firm, Medic NG, Pike and Hawley, Auwal Bawa & Co, Sopara LLC And Yumee LLC. Result oriented and will add value to prospective organization, Confident of an increase with organizational growth and development.

SKILLS

- | | | |
|-----------------------------------|-----------------------------------|-----------------------|
| • Business Strategies | • Business Partnerships | • Administration |
| • Business Operations | • Relationship Management | • Client Relations |
| • Amazon FBA specialist | • Project and Database Management | |
| • Sales Management & Strategies | | • Vision & Innovation |
| • Customer Acquisition Management | • Executive Management | • Commercial Acumen |
| • Brand Management | • Microsoft Office & SPSS | |

CERTIFICATIONS

- University of Lagos Akoka Lagos: **B.sc –Sociology (Honors):** 2016
- University of Lagos Akoka Lagos: **Diploma II –Sociology Dip.Soc II:** 2013

CAREER EXPERIENCES

HETERNAL CONSULTANCY FIRM | MADE IN LAGOS PROJECT

Lead Operations - Partnerships & Exhibition (B2B & B2C)
| 2016

MEDIC NG | MENTAL& ENVIRONMENTAL DEVELOPMENT INITIATIVE FOR KIDS

| Lead Operations Partnership & Business Development (B2B) |
2017

PIKE & HAWLEY

Advisory Team Member Partnerships 2018

SOPARA LLC

Amazon FBA | Amazon Private Labelling | Product Listing |
Listing optimization | PPC Ads | Order Processing handling
2020

YUMEE LLC

Amazon FBA Wholesale | Product Hunting | Product
Listing | Listing optimization | PPC Ads | Inquiries
Processing | Dealing With Cases And Disputes |
Removing Bad Reviews From Listing | General Amazon
Knowledge | Maintaining appointment schedules and
calendar | Planning and scheduling meetings, conferences,
and travel | Making travel arrangements including flight

AUWAL BAWA & CO.

Lead Jeweler & Executive Director
2019 | 3D RhinoGold Cad
Designing | Matrix Gold jewelry
Designing | Blender 3D designing &
Rendering | Keyshot Professional
Product Rendering | Jeweler Casting
& Finishing

and hotel bookings. Maximizing the executive's time by reading, researching, and routing correspondence; drafting letters and documents; collecting and analysing information; initiating phone calls on their behalf | Email management | Creating PowerPoint presentations | Managing expenses | Conducting research on various topics & Products | Providing customer/supplier support | Accommodate any special requests from the customer | Delivery of each order promptly and efficiently.

2022

ACHIEVEMENTS AND CORE OPERATIONS AT HETERNAL CONSULTANCY FIRM

- Lead operations of the made in Nigeria project 2016
- Handled partnerships evaluating a deal worth 3.9 million worth of services from partners in just a week of being employed increasing work efficiency by 5%
- Negotiations talks on behalf of the project with the Lagos state house of assembly members and The Commissioner of wealth creations Lagos state
- Handled partnership bringing on board Nigerian economic summit group (NESG) as a committed partner

ACHIEVEMENTS AND CORE OPERATIONS MEDIC NG

- Leads Operations for Medic NG
- Handled partnership negotiations and brand collaborations between Medic NG and Uber, Wilson Lemonade, Lagos state Environmental Protection (LASEPA), LAWMA and Access Bank
- Developed winning strategies that favored collaborations for B2B Market scenarios
- Iterate approaches to corporate strategy
- Established a management framework from the inside

ACHIEVEMENTS AND CORE OPERATIONS AT PIKE AND HAWLEY

- Make recommendations to help assure that the organization addresses the operations and business needs of the organization
- Realistically assess the labor market demand for growth and development.
- Advice the board to ensure the business meets the skills employers need.
- Identify and present opportunities and/or host opportunities for business capstone projects or experiences.
- Assist with placement of business operations.
- Creates marketing and social media campaigns and strategies, including budget planning, content ideation, and implementation schedules
- Ensures brand consistency in marketing and social media messages by working with various company department members, including advertising, product development, and brand management
- Provides training and guidance to social media and marketing team members on social media implementation best practices and strategies
- Collects customer data and analyses interactions and visits, plus uses this information to create comprehensive reports and improve future marketing strategies and campaigns

ACHIEVEMENTS AND CORE OPERATIONS AT SOPARA LLC

- Product listing and listing optimizations
- Realistic assess of Amazon ppc ads of all active listings to determine appropriate optimisation and customer buying pattern
- Drastically reduce amazon ppc Acos from as high as 250% to 11%

- Ranking all listings into the top 100 best sellers in their various categories in the first month of product launch
- Successfully sending appeals in regards listings and solving daily problems that may arise to make products inactive or unsellable
- Sourcing profitable products with high demand and low competition using jungle scout and helium 10 with minimum ROI of 25%
- Successfully removing bad reviews from listing

ACHIEVEMENTS AND CORE OPERATIONS AT YUMEE LLC

- Amazon wholesale Product listing and listing optimizations
- Realistic assess of Amazon ppc ads of all active listings to determine appropriate optimisation and customer buying pattern
- Drastically reduce amazon ppc Acos from as high as 110% to 15%
- Ranking all listings into the top 100 best sellers in their various categories in the first month of product launch
- Successfully sending appeals in regards listings and solving daily problems that may arise to make products inactive or unsellable
- Sourcing profitable wholesale products with high demand and low competition using jungle scout and helium 10 with minimum ROI of 25% successfully removing bad reviews from listing

ACHIEVEMENTS AND CORE OPERATIONS AT AUWAL BAWA & CO

- Helping customers to make the right choice for them.
- Researching and evaluating pieces and materials.
- Valuing pieces and materials.
- Designing new pieces and building molds.
- Restoring old or broken pieces.
- Making new pieces.
- Cleaning and polishing jewelry.
- Keeping informed about changes in the industry.

OTHER ACHIEVEMENTS

- Ability to work as a team member regardless of team composition
- Good interpersonal and communication skill
- Ability to facilitate deals best for the organization
- Ability to prioritize, plan and improve on task schedule to meet targets
- Willingness to take up new challenges
- Positively inclined to changing work demands and challenges

BIO-DATA

Sex: Male

Health Status: Fit

Nationality: Nigerian

Language Proficiency: English

Location: Parkview Estate | Ikoyi | Lagos | Nigeria

REFERENCE: AVAILABLE ON REQUEST