

CHIMA IFEANYI

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PROFESSIONAL SUMMARY

Highly strategic and results-oriented Operations and Management professional with **over 10 years of experience** specializing in field execution, team mobilization, logistics management, and driving operational efficiency across multi-site environments. Proven ability to translate strategic sales objectives into actionable, high-impact field plans. Demonstrated success in optimizing supply chain processes, leading high-performing field teams, and achieving substantial cost reductions and revenue growth targets. Adept at quality control, resource allocation, and maintaining rigorous performance standards.

CORE COMPETENCIES

- **Field Team Management:** Mobilizing, training, and supervising field personnel to ensure consistent execution of corporate policies and targets.
- **Supply Chain & Logistics:** Experienced in managing product procurement, distribution, and inventory control to optimize operational flow.
- **Process Optimization:** Implementing data-driven strategies to reduce operational costs and enhance efficiency (achieved 25% cost reduction).
- **Cross-Functional Leadership:** Bridging the gap between corporate strategy (Marketing/Sales) and on-the-ground execution (Field Operations).
- **Performance Accountability:** Establishing clear KPIs, monitoring field performance metrics, and driving accountability for results.

PROFESSIONAL EXPERIENCE

LECTURER I (RE-FRAMED AS: OPERATIONAL CONSULTING & TRAINING LEAD) Akanu Ibiam Federal Polytechnic, Ebonyi State | March 2016 – Present

- **Training and Standardization:** Designed and delivered advanced curriculum focused on effective organizational management, operational standards, and performance metric tracking.
- **Complex Project Oversight:** Supervised and advised on technical graduate projects, focusing on logistics planning, resource allocation, and practical implementation frameworks.
- **Process Documentation:** Developed clear, standardized instructional materials, ensuring consistency and ease of adoption for complex subject matter.
- **Leadership Development:** Mentored junior professionals and students, enhancing their problem-solving and executive leadership skills.

SALES AREA MANAGER (RE-FRAMED AS: FIELD EXECUTION & LOGISTICS MANAGER) Maveeni Nigeria Limited, Lagos | September 2012 – February 2016

- **P&L and Performance Accountability:** Directly managed field sales operations and logistics across a designated area, resulting in a **30% annual revenue increase** and scaling sales from N100 million to over N300 million.
- **Supply Chain Efficiency:** Led end-to-end product logistics, procurement, and distribution processes, ensuring timely delivery and optimal inventory levels to support field targets.
- **Cost Optimization Initiative:** Developed and implemented strategic cost-reduction measures across the operational supply chain, leading to a **25% price reduction** across three product categories while maintaining quality.
- **Field Team Mobilization:** Recruited, trained, and led a high-performing field sales team, fostering a culture of rigorous execution and collaboration to achieve common sales objectives.
- **Execution Strategy:** Translated high-level sales strategies into detailed, actionable execution plans for field representatives, ensuring maximum market penetration.

CENTRE MANAGER Fortress Microfinance Bank, Lagos | July 2011 – August 2012

- **Multi-Site Oversight:** Managed all core operational and service functions of the branch, ensuring compliance with regulatory and company standards.
- **Customer Retention & Service Delivery:** Coordinated comprehensive customer education and service programs, successfully improving client satisfaction and retention metrics through streamlined service delivery.
- **Risk Management:** Maintained strict internal controls and cash management protocols, ensuring the security and integrity of branch operations.

EDUCATION & AFFILIATION

B.Sc. in Marketing | University of Calabar, 2006

National Diploma in Social Works | University of Calabar, 2005

NYSC | Sales Tracker, Seven-Up Bottling Company, Abuja, 2007 – 2008

PROFESSIONAL AFFILIATION | Member, Association of Marketing Academic Professionals (AMAP)



AKANU IBIAM FEDERAL POLYTECHNIC, UNWANA

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11 December, 2023

Dist Reg: _____ Your Reg: _____ Date: _____

Heanyi Chima,
Department of Marketing,
Akanu Ibiam Federal Polytechnic,
Unwana.

2022 APPRAISAL EXERCISE NOTIFICATION OF PROMOTION

I write to inform you that the **Hon. Minister of Education** on the recommendation of the Senior Staff Appointment and Promotion Committee in lieu of Governing Council has approved your promotion to the rank of **Lecturer II** on salary **CONPCASS 05 Step 2**, which translates to **2214985 (N2214985.00)** only per annum.

Your promotion takes effect from **1 January, 2023**.

It is hoped that this promotion will motivate you to greater contribution to the growth and development of the Polytechnic.

Congratulations.

CHINEDU NWAKA
DEPUTY REGISTRAR (ESTABLISHMENT)
For: REGISTRAR



Akanu Ibiam Federal Polytechnic Unwana

P.M.B. 1007, AFIKPO, EBONYI STATE, NIGERIA.

Our Ref: AIFPU/REG/SS/1966/VOL.1/6 Your Ref: _____ Date: June 8, 2015

Chima, Ifeanyi,
No. 1 Oladimeji Street Aguda,
Surulere, Lagos.

OFFER OF TEMPORARY APPOINTMENT

This is further to your application for employment.

I write to offer you a temporary appointment as **Assistant Lecturer** in the **Department of Marketing, School of Business Studies** of **Akanu Ibiam Federal Polytechnic, Unwana** on salary **CONPCASS 02 Step 2**, that is, **One million, three hundred and two thousand, fifty-seven naira (N1, 302,057.00)** only per annum, with effect from the date you assume duty.

Your duties include teaching, research and any other duties that may be assigned by the Rector or the Head of Department.

The appointment may be terminated on either side by giving **three months'** notice in writing to coincide with the end of an academic semester or by paying **three months' salary** in lieu of notice.

In the event of willful misconduct on your part, the Polytechnic may terminate the appointment forthwith without notice or salary in lieu of notice.

If this offer is acceptable to you, please sign across **N50.00** postage stamp and return the duplicate copy of this letter to the **Registrar** with the following attachments:

- i. a medical certificate of fitness issued by a **Government Medical Officer**;
- ii. two passport size photographs of yourself;
- iii. two copies of your birth certificate or statutory declaration of age;
- iv. two sets of photocopies of your marriage certificate (if applicable); and
- v. two sets of the photocopies of your credentials, to reach the Registrar within **30 days**, from the date of this letter.

Please, note that the offer automatically lapses if at the expiry of the period stated above, it has not been accepted.



MR. EKE ARUNSI
ESTABLISHMENT OFFICER
For: REGISTRAR