Chidinma Udezeh

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Curriculum Vitae

**Career Summary**

Mid level manager with 14 years of experience in key account management, distribution and channel management. My current career focus is in developing people through teaching, skill assessments and evaluation. .

**Key Strengths**

* Strong presentation skills and relationship building skills
* Goal oriented; experience manager of high volume district achieving targets under tight schedules

Professional Experience

04/14-to date Houston Community College. Adjunct Faculty

* Provides competency-based education, which aligns with the Houston Community College’s model of curricula as well as supports the Houston Community College’s style of education delivery.
* Designs and delivers class instruction and development of activities, which support program and course objectives. Experience with online delivery platforms such as Blackboard, LearningWeb used in a hybrid classroom setting.
* Enables the achievement of prescribed learning outcomes by providing instruction, which develops competencies and establishes student performance criteria. Delivers learning-centered instruction by establishing a classroom environment conducive to attaining designed outcomes learning and student involvement through effective planning and class preparation. Promotes student success by showing flexibility in addressing student-learning styles as well as exhibiting a passion for teaching, and engaging students in the learning process in face-to-face and online environments.
* Manages the learning environment by keeping accurate records, submitting attendance and grades and other reports on time, and enforcing school/campus academic and attendance policies.
* Relates professional/life/industry experience to learning by the introduction of industry perspectives into courses, and the active awareness of professional/industry trends and opportunities.

0/09-04/14 SGK Global. Advisor Global Sales

* Build relationship with local in country sales teams.
* Understand strategic vision of client, develop and execute viable business cases jointly with the client.
* Advise and collaborate with organization’s strategic partners and alliances in geographies where partners have presence.
* Maintains compliance with regulation requirements including licensing, taxes, and lawful international business practices.

12/04-9/09 Airtel Limed. District Manager

* Championed the roll out of a new distribution model that drove retail activity, and ultimately grew the total retail outlet base from less than 200, to 58,472 outlets in 2008.
* Managed key accounts that contributed a minimum of 40% of total pipeline sales.
* Achieved approximately 85% on activation targets for the district, by ensuring successful operation of distribution model, and effective implementation of retail loyalty programs.
* Aided a high rate of adoption and growing brand referral through an achievement of assigned targets for top of mind awareness efforts, growing retail outlet footprints and increasing retail-branding presence across the district.
* Provided sales force with support and service, to facilitate numerous $100k+ sales order processing from trade partners.
* Achieved assigned targets on retail distribution within the district by increasing the numbers and quality of retail trade partners to help drive coverage and market activities.
* Identified, initiated and facilitated training needs for trade partners within the district, for effective communication on new products, stock availability, price changes and tariff structure.
* Performed channel development, achieving 100% on ASMPQ standards (product availability, space, merchandising, pricing, quality, branding and visibility)..
* Conducted orientation, trained retail staff in execution of daily tasks to maximize sales, growth of subscriber connections and ARPU.
* Selected, as a Critical high Performing staff ’08.

**Professional Membership**

National Association for Small Business International Trade Educators (NASBITE)

Organization for Women in International Trade (OWIT)

Education

Master of Science, International Management, Colorado State University Global, 2013.

Bachelor of Science, Geography - University of Ilorin Kwara State Nigeria, 1999.

**Technical Skills**

Microsoft Office Suite.

Sage Line 500-Sales Order Processing.

eCollege.

WebCT.

**Service Activities**

04/13-Present Literacy Advance of Houston. ESL Tutor

01/2010-Present Fort bend Women Center. Tutor