Chidinma Udezeh

216010 Oak creek Court. Katy, Texas 77450.

(832)-531-2724. cudezeh@yahoo.com

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