

Banke Alawaye

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Profile

Business & Management Consultant with over 20 years experience, a proven track record of successful projects from initial concept through completion and extensive knowledge of the digital industry along with its trends and technologies. Expert at exploiting technology for business and delivering solutions that increase market share for clients in various fields. Strong problem solving and people management skills. Able to manage complex projects.

Areas of Expertise

- Digital Business Tools
 - Business Consulting
 - Project Management
 - Due Diligence & Research
 - Workshop Design & Facilitation
 - Digital Brand & Content Strategy
 - Social Media Community Management
 - Digital Media Planning
 - Presentation Design
 - Stakeholder Relationship Management
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Employment:

Office of the Special Adviser on Education, Lagos State

Consultant

05/2016 - Present

Provide advisory and executive support to the Special Adviser to the Governor on Education, Lagos State. This includes the design and implementation of **CodeLagos** - an initiative to train 1 million Lagos residents to code by 2020 and **ReadySetWork** - an initiative to prepare final year students in Lagos State tertiary institutions for the world of work, as employees or entrepreneurs.

Key Achievements

- Assisted in obtaining executive council approvals for department programs by designing effective presentations.
- Got buy-in for successful implementation of programs from stakeholders by designing and facilitating stakeholder workshops and meetings.
- Raised funding for the CodeLagos program and sponsorship of ReadySetWork from private sector partners.
- Manage department operations efficiently by implementing and managing digital tools (G-Suite for business and Trello) for team collaboration and communication.

Praekelt Consulting Ltd

International Business Manager

02/2011 - 05/2016

As Head of International Business for Praekelt, my role was to work with Praekelt's team of strategists, software engineers and project managers in creating the next generation of digital solutions for our clients in East & West Africa. I contributed to growing existing and new business and developed and managed project timelines and budgets to ensure projects were delivered on time and to budget. My work at Praekelt also exposed me to social impact projects and applying mobile solutions to development problems, including serving as programme manager on HelloMAMA, a Maternal Health Project in Nigeria, MAMAConnect, a project that provides life saving health information using satellite technology and the UNICEF U-Reporter Project.

Key Achievements

- Consistently delivered year-on-year profits from the region.
- Successfully developed and activated social/new media campaigns for clients with Facebook, Twitter, Instagram, SMS & USSD.
- Developed and managed strategic partners across East and West Africa.
- Managed the day-to-day operations and budget of the organisation in the region.

Innovative Solutions

Freelance Consultant

09/2003 - 01/2011

As a Management Consultant, I provided business advisory services to clients in the areas of research, business planning, business process design, customised training and workshop facilitation.

Key Achievements

- Consultant to Nigerian Stock Exchange: Worked with interim administration to clear Unsettled Trades and Facilitated Enterprise Transformation Retreats.
- IT Project Manager at Donald Duke Organisation: Responsible for delivery of digital campaign strategy.
- Strategic Consulting, including preparation of business and marketing plan for a Mobile Solutions Provider.
- Project team member on several privatisation advisory teams that advised the government on the privatisation of key assets. These projects included preparation of proposals, negotiations on pricing, financial due diligence, business restructuring, valuation and evaluation of bid documents.
- Consultant on the start-up of a facility management company. Role involved business planning, development of operational procedures, recruitment and training of pioneer staff.

Leadbank Plc

Investment Banking Associate

07/2000 - 08/2003

Provided financial advisory services to clients in both public and private sector.

Key Achievements

- Prepared winning bids for financial advisory role to the government on the privatisation of Nigerdock.
- Member of the team that carried out the financial due diligence and valuation of a Nigerian Private Telecommunications Company.

Education:

Master of Business Administration (MBA) | Edinburgh Business School, UK

Bachelor of Science Computer Science (B.Sc) | The Open University, UK

Other Courses

HBX | Harvard Business School | Leading with Finance | 2017

EDS, Pan African University | Certificate in Entrepreneurial Management | 2006

Professional Associations

Chartered Institute of Management Consultants | Chartered Management Consultant