

AGBA UZOMA SWEETHEART

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PROFILE

I am an experienced Business Developer, Trainer and a Sales professional with over 5 years of experience consulting for Fintech, Tech hubs. I worked as a Product Manager Intern at an Artificial Intelligence company in UK and i have mentored startups in product development, product management, pitching, sales and marketing having worked with CEOs and Co-founders.

WORK EXPERIENCE

MASHAURI - Edtech Company

Business and Sales Associate

UK May 2022-April 2023

- I analyzed over 5000 data of students using Excel which resulted in over 70% ROI.
- I executed with Miro to prototype and build digital courses using Pluto and it generated in 80% revenue.
- I graded students assignment and provided entrepreneurship insights as feedbacks leading to over 1000 new customers.

AIESTHETIC - An Artificial Intelligence Startup

Product Manager Intern

UK November 2022-February 2023

- I co-ordinated the product research, writing user stories and features of the application for the Shopify project which resulted in over 1000 product usage and product reviews.

INNOVATION GROWTH HUB - Tech Hub Partner with Facebook (Meta)

September 2018 -March 2020

Business Development Manager

- I trained over 2000 Small and Medium Business Owners (SMBs) on Boosting Business with Facebook, Instagram and Whatsapp for Business which led to over 50,000 dollars revenue.
- I educated clients with insights, tools and services for creative content by securing partnerships on leading projects

HAPTICS - Tech Hub Partner with Google (Digital Skills For Africa)

June 2019- March 2022

Business Development Associate

- I trained over 1000 Small and Medium Business Owners (SMBs) and Job Seekers on Online Opportunity and Strategy, Digital Marketing Tools, Email and Social Media Marketing, Search Engine Marketing (SEM) and Optimization (SEO), BusinessListings (Google My Business).
- I tracked daily engagements activity, nurturing programs and reported regularly on key performance indicators.

AFRICA'S BUSINESS HEROES ALIBABA COMPETITION

May 2022- September 2022

Business Judge

- Africa's Business Heroes Judge by reviewing the online pitch videos and pitch decks of African entrepreneurs to identify the Top 50 Heroes for the 2022 competition of the Jack Ma foundation (Founder of Alibaba Group) where entrepreneurs stand the chance to win up to US \$ 1.5 million in grant funds, significant media exposure and training opportunities.

ENTREPRENUERIAL EXPERIENCE

GOOGLE FOR STARTUPS- A Startup Program by Google

Growth Mentor

- I coach startup founders on Google tools to advance their business as this has created jobs

SEEDSTARS- Investment Management

Startup Advisor

- I mentored a startup by providing business support for their businesses such as business vision and mission, selling online, increasing customer base, business branding and securing the €60,000 grant for their startup growth and employment creation.
- I mentored a startup on social media marketing which led to the securing of the €100,000 grant
- I coached startups on product design and product management with the Zenith Bank pitching competitions

**Tony Elumelu Foundation Pitching Competition
Business Expert Judge**

April 2021- December 2021

- I reviewed the entrepreneurs video pitch and bankable business summary for the \$5000 seed capital.

**TECHNOVATION- Global Tech Education Nonprofit
STEM Idea Lab Mentor**

April 2020- August 2020

- I educated and supervised the girls in self-directed technology and entrepreneurship program as the girls develop (AI) ArtificialIntelligence solutions to meaningful problems.

**TECHNOVATION
STEM Mentor**

January 2020-August 2020

- I utilized ISTE Standards (International Society for Technology in Education) Working with young Students by brainstorming, using technology to solve problems in the society and developing Strategies to meet goals.

**TECHNOVATION
STEM Judge Advisor**

January 2020-August 2020

- I reviewed the junior and senior category of girls submissions on mobile applications developed with MIT App Inventor and Thinkable, business pitch and business plans for the \$10000 prize.

GOOGLE MY BUSINESS (GMB) Trusted Verifier with Innovation Growth Hub

- I verified over 2000 businesses on Google My Business using the *Trusted Verifier App*.

GOOGLE MY BUSINESS (GMB) Agent with Innovation Growth Hub and Africa118.

- I completely Listed over 2000 Businesses on Google Search and Google Maps.

PUBLIC SPEAKING EXPERIENCE

DevFest Speaker with Google Developers Group (GDG) Aba

- I trained techpreneuers, creatives, developers, entrepreneurs and innovators on Google Tools, Website Design, Media etc.

WomenTech Network Global Conference Speaker with Silicon Valley Founders Institute

- I trained entrepreneurs and tech enthusiasts on digital transformation, neuro marketing and the latest trends in Technology.

CERTIFICATIONS

- Udacity Product Mangement Course
- American Internet Business School Digital Business Specialist Diploma by Dr Ope Banwo.
- Facebook Blueprint Grow Your Business in 30|60|90 days.
- Google Digital Marketing Certificates (Online Marketing Fundamentals and The Fundamentals of Digital Marketing).
- Aspiring Entrepreneurs Programme Digital with Facebook Nigeria and Fate Foundation

HONORS & AWARDS

- 2022 Finalist for the Women in Tech Africa Awards
- 2021 Nominee for Women in Tech Super Woman Awards
- 2021 Nominee for She Inspires Woman Of The Year In Tech Award
- 2020 Nominee for the Talberg/ Eliasson Global Leadership Prize.
- Semi-Finalist and Team leader of Emirates Team for the L'Oreal Brandstorm 2018.
- Dignity Hall of Fame Awards by the Dignify Womanhood Platform