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PROFILE SUMMARY

I have a solid background in agribusiness operations and business strategy, with about eight years experience in the agribusiness sector, having wide range of experience in Business strategy, Internal Auditor, Finance, Business Process Optimisation, Inventory Management, Logistics and Supply Chain. I am excellent driven and delivery-oriented, with demonstrable success in growing & supporting business operations through strategic planning & execution.

I am currently Assistant General Manager, Field Operations for Babban Gona Farmer Services, providing strategic leadership to 5 departments (Customer Service, Process Control, Small Holder Partnerships Operations, Haulage, Inventory Management and Supply Chain) within the entire business across 15 states in Nigeria, serving over 82,000 small holder farmer, cultivating over 67000 hectares of farmland, and indirectly impacting over 250,000 people with a field-based team of over 2,000 people.

I responsible for the bottom-line growth and profitability of the business, by providing rural farmers a range of farming services, agribusiness marketing focused initiatives and cost optimisation initiatives with excellent customer experience and service delivery. I managed the Babban Gona core business operations delivering a 5x growth in the number of small holder farmers enrolled, with a 4x growth in revenue in 2 years. I am a sustainably innovative technophile and highly committed person, very loyal to business visions, with strong leadership skills; training, motivating and mentoring multi-disciplined teams to function as high performing units, fully aligned with the business goals and objectives.

I am a graduate member of the Nigerian institute of management, an alumnus of the prestigious Lagos Business School and also a member of the institute of internal auditors. I am an authentic leader and a strong believer in the principle of Total Quality Management and Continuous Improvement; improving/optimising processes & system efficiency and cost optimisation wherever the opportunity exists, while ensuring that the business is conforming to environment sustainability governance.

I have worked with individuals from different international backgrounds and have interacted confidently with different internal business partners which help to close diverse debt and equity financing for the Babban Gona business in the last 4 years, including the most recent partnership dealt with the International Fund for Agriculture. I am confident and cautious in both internal and external stakeholder engagement, community and government relations management. I possess a great understand the socio-cultural dynamics of doing business in the agribusiness and agritech space within the Nigerian political and economic business environment, especially as it relates to the rural small holder engagement.

KEY ACHIEVEMENTS

- Leadership award for 2019 Babban Gona Senior Managers, for the transformation of the Small Holder Partnership Operations.
- Delivered tangible results in Babban Gona business strategic growth and business process optimization, growing members by 5x in 2 years.
- Continual and steady career progression working for Babban Gona and gaining experience in diverse roles and developing a fully rounded skillset across various operational areas and strategic business units.
- Played a pivotal role in designing & driving the roll-out of the businesses account software, technology innovation and 5-year growth strategic plan, unveiling a new business model for recruiting small holder farmers.
- Grew business revenue by 4x in 2 years.

- Grew Babban Gona business geographical coverage from 5 States to 15 States in Nigeria.
- Grew acres of land cultivated by small holder farmers by 3.5x in 2 years.
- Improved women participation from 3% to 18%.
- Optimised the Small Holder Partnership business processes by embedding the principles of operational excellence and revamping the Customer Service Unit, resulting in a 70% net promoter customer satisfaction rating in 2020.
- Achieved a 99% repayment rate on zero collateralized credits for both 2019 and 2020.
- Restructuring of finance operations and launched the first accounting system for Babban Gona.
- Set up the financial inclusion road map for Babban Gona Farmer members.
- Reviewed and ensured financial reporting is in compliance with IFRS.
- Resolved all statutory and regulatory non-compliance issues from inception of Babban Gona to 2016.
- Structured the Inventory Control framework for Babban Gona Services.
- Provided the guidance in setting up Babban Gona data management software structure and visual data reporting structure.
- Designed and structure numerous SOPs and spreadsheet's structure that is still in use for the past 5 years in driving business initiatives.
- Restructuring of an elementary computer basic skills training center after 2 years of complete collapse in 2013.

EXPERIENCE

2014 – Present

BABBAN GONA FARMER SERVICES LTD. (*Reporting directly to the CEO/MD from 2014 to Date*)

- **AGM, FIELD OPERATIONS (JAN. 2021 – PRESENT)**
Responsibilities:
Restructuring the Customer service unit to an A1 customer experience center.
Restructuring the inventory management process and systems.
Lead a team of 2000+ people to recruit, train, support and provide service to member and non-member customers of Babban Gona.
Increase the capacity of Babban Gona's service offering.
Ensure SHP is providing optimal Customer Service and running with Operational efficiency to ensure margins are maintained.
Ensure the right tune at the top, with effective and efficient implementation of controls.
Ensure the different units have strong understanding and utilization of technology to deliver its goals impactfully and efficiently.
Setting up an Efficient Inventory Management System.
Setting up an Efficient haulage and supply chain process.
Cultivate talent and guiding senior leadership.
Reshape the organizational climate and culture to align with business vision.
- **HEAD OF OPERATIONS, SMALL HOLDER PARTNERSHIPS (APR. 2019 – DEC. 2020)**
Responsibilities:
Directly manage an N8B debt portfolio farm loan to 40,000 rural farmers.
Improve Small Holder Partnership service delivery to member farmers.
Restructure the Small Holder Partnership business unit.
Improve the Small Holder Partnership business model to enable exponential growth.
Create Innovative technological product that will support in efficient service delivery to small holder farmers.
- **HEAD, PROCESS CONTROL AND COMPLIANCE (OCT. 2018 – APR. 2019)**
Responsibilities:
Create a revamped and Efficient Monitoring and evaluation process.
Business process optimization.

Consulting and advisory services to senior leadership.
Review internal controls.
Coordinate External Auditors control assessment.
Operational risk assessment.

- **HEAD, TREASURY AND ACCOUNTING (JAN. 2017 – SEP. 2018)**
Responsibilities:
Cash Flow Management.
Treasury Management.
Finance Operations (Payables, Receivables and General Ledger).
Financial Analysis and Reporting.
Payroll and Tax Processing.
Setting Financial Controls Processes.
- **REGIONAL INTERNAL AUDIT LEAD (JAN. 2016 – DEC. 2016)**
Responsibilities:
Business Risk Assessment.
Business Process Improvement.
Review existing Internal Controls.
Provide Consultation services to business units.
Develop new Internal Controls for management implementation.
Monitoring and Evaluation.
- **LEAD INTERNAL AUDITOR/DATA ANALYST (JAN. 2015 – DEC. 2015)**
Responsibilities:
Design and conduct Quality Assurance Assessment
Business Risk Assessment
Business Process Improvement
Reviewing the Efficiency of Internal Controls
Provide Consultation services to business units.
Monitoring and Evaluation of operations
Staff Training
Manage Information Systems
Data analysis and Interpretation
Data visualization for driving business objectives
Setting up a structured data analyst team that metamorphosed into the current enterprise technology team.
- **DATA ANALYST/INTERNAL CONTROL OFFICER (MAR. 2014 – DEC. 2014)**
Responsibilities:
Conduct and direct reviews of organization controls.
Creating standard operating procedures for business units.
Provided the roadmap for the development of a very low-cost enhanced data management tool using Microsoft access.
Develop new internal controls.
Ensure compliance to processes and efficient controls.
Data entry and information management.
Data analytics and reporting.
Team training

2014-2014

UNITED BANK FOR AFRICA GWAGWALADA, FCT ABUJA

- **ASSISTANT MASS MARKET OFFICER (JAN. 2014 – MARCH 2014)**
Responsibilities:

Mobilize cash deposits to increase the BO cabal.
Sales of banking services (FD, Loans and other banking investments).
Customer Relations Management.

2013-2014

HOPE INTERNATIONAL SECONDARY SCHOOL KAGINI, FCT ABUJA

- CLASS TEACHER (SEP. 2013 – JAN. 2014)
Responsibilities:
Teacher for Computer appreciation curriculum and Mathematics for age 7-16.
Teenager Character Building.
Role Modeling.

2012-2013

JOANS' COMPUTER INSTITUTE ANKPA, KOGI STATE

- BUSINESS MANAGER (OCT. 2012 – JUNE 2013)
Responsibilities:
Re-engineer the business center operations.
Restructure scope and curriculum of the institute's computer appreciation program.
Basic system maintenance.

EDUCATION, TRAINING AND CERTIFICATIONS

Advanced Management Program – Lagos Business School	2021
Certified Internal Auditor - IIA Global	2021
MSc. Business Administration in View (Defending Final Thesis) - NOUN	2022
MBA-Finance in View (Writing Final Thesis) – UNICAF	2022
Proficiency in Management (ID- 199738) – NIM	2013
BSc Hons. Business Administration - University of Abuja	2012

... and other strategic leadership and management courses and trainings.

CONTACT DETAILS

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