

STEPHEN WILLIAMS IDOKO

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An experienced business expert, a supply chain professional with verse knowledge of sales, marketing and general supply chain management.

PERSONAL DATA:

Date of Birth:	26 th February, 1973
State of Origin	Benue State
Local Government	Ogbadibo
Nationality:	Nigerian
Marital status:	Married

EDUCATIONAL QUALIFICATIONS:

- ❖ Bs.c. Biology (Ahmadu Bello University Zaria) 1994
- ❖ IJMB A/Level (10 point) (School of Basic Studies Makurdi)
- ❖ PGD. Business Management (Benue State University Makurdi)

PROFESSIONAL QUALIFICATION:

- ❖ PGD – Logistics and Supply Chain Management
- ❖ (chartered institute of logistics and supply chain management of Nigeria) 2017
- ❖ Associate Member – Warehousing and material management of Nigeria. 2017
- ❖ Associate Member: Chartered supply chain management profession

MANAGEMENT TRAINING AND WORKSHOP ATTENDED

- ❖ Effective selling skill workshop July, 1999
(literamed publications training department).
- ❖ Profit oriented selling techniques January, 2011
(J'aiye management consultants – Lagos)
- ❖ Profit oriented sales May, 2003
(J'aiye management consultants, Lagos)
- ❖ Selling to need, selling the difference April, 2004
(J'aiye management consultants, Lagos)
- ❖ Performance counts December, 2006
(Talents right managements, Lagos)
- ❖ Strategies for selling and winning new businessmen May, 2011
(Impact management consultants, Lagos)

WORKING EXPERIENCE:

Assistant Regional Manager, Abuja and Northern Nigeria—Doheec

International Health Care---HMO

1st August,2021 Till Date

❖ **Supply Chain Manager – Butterworths Oil and Gas May 2017-april, 2021**

Duties and responsibilities

- Expertly handle procurement and purchases
- Manage inbound and outbound and logistics
- Contribute to sale and customer satisfactions
- Calculate economic order quantities to eliminate cost on warehousing and damages.
- Reduce lead time.
- Relate with vendors to maximize profit

❖ **Area Sales Manager – Abuja & North East March 2016-April 2017**

Euro Global Foods and Distilleries – Ota

Duties and Responsibilities

- Create regional dealers and manage them
- Supervise all sales representative within my region
- Create new business opportunities for companies
- Ensure all dealers get their incentive in good time
- Penetrate new company's product into market

❖ **Regional Manager North -1**

Life Flour Mill Limited

November 2014 – Dec. 2016

Duties and Responsibilities

- Create regional dealers and manage their supplies.
- Supervise sales executive to help the dealers
- Act as the managing director in my region.
- Prepare and present monthly report of the region

❖ **Branch Manager**

Abuja and Northern Nigeria

sept. 2008 – oct. 2014

Pera – Beam Limited (Subsidiary of UAC Group)

Duties and Responsibilities

- Be in charge of account management of clients in Abuja and Northern Nigeria
- Reporting daily, weekly and monthly activities to the headquarter in Lagos.
- Human resource managements.

- Act proactive to increase regional profit.

❖ **Zonal Sales Manager – Eastern Nigeria** **Mar. 2003 - June, 2008**

Literamed Publications Plc (Lantern Books)

Duties and responsibilities

- Be in total management of the whole eastern states in Nigeria and Benue.
- Report to headquarter on all activities.

❖ **Sales representative (Benue)**

Mar. 1997 – March, 2003

Literamed publications limited

Duties and responsibilities

- Managers sales of books in all schools in the state
- Handle promotions and sales
- Deal with ministry of education for book adoptions.

❖ **EXTRAL CIRRCULAR ACTIVITIES**

- Reading
- Basket Balling

REFEREES:

❖ **MICHAEL S. IDOKO**

Tax Officer

Benue State in Land Revenue Board

❖ **DORATHY AGADA**

Proprietress

Living Joy Academy

Gbaga Ikorodu

Lagos

❖ **MR. SIMON ONAH**

Office of the Honorable Commission

Of Finance, Makurdi,

Benue State.