

Curriculum Vitae

Mathew Egu

BSc (Hons), M Admin, D Admin (ABD), MCITP, M.Inst.D



Address: House 260A, Zone 1, Dutsen Alhaji, Abuja - FCT, Nigeria
Cellphone: +234 803 744 3826
E-mail: mathewegu@gmail.com

PERSONAL DETAILS

Surname	Egu
Full names	Mathew
Date of Birth	1980-08-31
Driver's license	
Nationality	Nigerian
Sex	Male
Race	African
Marital Status	Single
Availability	3 weeks

EDUCATION AND CERTIFICATION

Qualification	Doctor of Administration in Business Management
Institution	University of South Africa (Pretoria, South Africa)
In view	2015-2018
Qualification	Master of Administration in Business Management
Institution	University of South Africa (Pretoria, South Africa)
Completed	2014
Qualification	BSc In Business Administration
Institution	Lagos State University (Ojo, NG)
Period	2007
Qualification	Microsoft Certified IT Professional: Database Administration
Institution	Microsoft (Seattle, USA)
Period	2007
Qualification	NIIT Certified Solutions Developer
Institution	NIIT (Lagos, NG)
Period	2001

DISSERTATION

The impact of the Johannesburg Stock Exchange's Alternative Exchange on Listed Firms Performance and Entrepreneurship
The Strategic Important of Regional Economic Integration to MNC's: A study of South African MNC's Operations within the SADC
Consolidating the Nigerian Banking Industry to meet the Development Challenges of the 21 st Century: Prospects and Problems

TRAINING

UNIDO HP-LIFE Job and Enterprise Creation and Certification Program Completed in February 2018

AWARDS

Award	NITT ICT Scholarship
Institution	NIIT (Lagos, NG)
Completed	2001
Award	Microsoft Certificate of Excellence
Institution	Microsoft (Seattle, USA)
Completed	2007
Award	Financial Aid Bureau Postgraduate Bursary
Institution	University of South Africa (Pretoria, South Africa)
Period	2010 to 2014
Award	College of Graduate Studies M&D By Research Bursary
Institution	University of South Africa (Pretoria, South Africa)
Period	2015 to 2018
Award	AIB Doctoral Travel Stipend Award
Institution	Academy of International Business
Period	2017

WORK EXPERIENCE SUMMARY

YourBestBuyMall.com	Founder & CEO	October 2017 to date
Château d'Etienne	Regional Manager	June 2017 to date
Guidepoint Global	Advisor	August 2009 to date
First City Monument Bank	Relationship Officer	February 2013 to 2016
Apple Store	Sales, Marketing & Logistics Manager	2008 to 2011
Lead Automobile Company Limited	Sales Executive	2010 to 2011

WORK EXPERIENCE

COMPANY NAME	YourBestBuyMall.com
COMPANY FOCUS	The company is an online electronic store for clothing, consumer electronics, Furniture, Sports and Equipment, automobile accessories, jewelry and watches etcetera.
WEBSITE PORTFOLIO	www.yourbestbuymall.com
EMPLOYMENT DATES	October 2017 to date
REASON FOR LEAVING	Currently working for the company
RESPONSIBILITIES AS FOUNDER & CEO	
<p>I am the founder and chief executive officer of a fast rising online mall for women and men's clothing, consumer electronics, Furniture, Beauty, Sports and Equipment, automobile and motorcycle accessories, jewelry and watches etcetera. I also manage and direct the day-to-day activities of the company, and ensure that we gain a significant market share.</p>	

COMPANY NAME	Château d'Etienne
COMPANY FOCUS	The company's core business is to provide specialised proprietary advisory and consultancy services to clients across the globe
WEBSITE PORTFOLIO	www.chateaudetienne.com
EMPLOYMENT DATES	June 2017 to date
REASON FOR LEAVING	Currently working for the company
RESPONSIBILITIES AS REGIONAL MANAGER	
<p>Highly motivated manager that canvasses for both corporate institutional clients/investors and individuals who are interested in acquiring, maintaining and managing properties in the residential, office, retail, industrial and hospitality segments of the real estate sector, in order to generate yield accretive rental income, comfort and capital growth in all asset classes.</p>	

COMPANY NAME	Guidepoint Global, LLC
COMPANY FOCUS	The company's core business is to provide specialised proprietary advisory and consultancy services to clients across the globe
WEBSITE PORTFOLIO	www.guidepointglobal.com
EMPLOYMENT DATES	August 2009 to date
REASON FOR LEAVING	Currently consulting for the company
RESPONSIBILITIES AS ADVISOR	
<p>As a Guidepoint Global Advisor, my responsibility is act as an advisor to businesses and investment decision makers. Part of my duty is also to assist clients to gain critical insights via qualitative research and on-demand interactions.</p> <p>I am one of the foremost subject matter experts for the company.</p>	

COMPANY NAME	First City Monument Bank, PLC
COMPANY FOCUS	The company's core business is to provide consumers with retail banking services, as well as business banking solutions.
WEBSITE PORTFOLIO	www.fcmb.com
EMPLOYMENT DATES	2013 to 2016
REASON FOR LEAVING	To seek for a more challenging position with more responsibility
POSITION HELD	Senior, Direct Sales Agent
RESPONSIBILITIES AS SENIOR, DSA	
<p>I was responsible for the acquisition of new business for the bank, prospecting and marketing of key company accounts and canvassing for clients eligible for FCMB consumer and auto loans. A further part of my responsibilities involved daily sales and account monitoring, achieving and/or exceeding assigned the sales targets, quotas and service performance standards.</p> <p>My portfolio was worth about half a billion naira.</p>	

COMPANY NAME	Apple Store
COMPANY FOCUS	The company's core business is the sales of Apple Macintosh notebooks, iPads, iMacs, iPods, as well as accessories
EMPLOYMENT DATES	2008 to 2011
REASON FOR LEAVING	Career advancement
POSITION HELD	Sales, Marketing and Logistics Manager
RESPONSIBILITIES AS SALES, MARKETING AND LOGISTICS MANAGER	
<p>My primary responsibility was to liaise with clients in all areas of sales using a highly personalised approach. Further responsibilities included achieving set sales targets, stocking, replenishing and managing sales areas, assisting with product selection, processing payments, arranging delivery dates for larger items, dealing with customer complaints, monitoring and updating sales display areas.</p> <p>During my tenure with Apple Store I quadrupled revenue from N=40M to N=80M. I furthermore developed a team of multinational sales talent and led client training sessions for the store's full suite of software and hardware solutions.</p>	
COMPANY NAME	Lead Automobile Company Limited
COMPANY FOCUS	The company's core business is to provide automobile sales solutions and servicing to clients
EMPLOYMENT DATES	2010 to 2011
REASON FOR LEAVING	Better remuneration
POSITION HELD	Sales Executive
RESPONSIBILITIES AS SALES EXECUTIVE	
<p>My primary responsibility was to canvass for sales and to market all of our company's products and services. A further responsibility involved drafting, bidding and tendering for supply contracts from government, international agencies or mid-sized companies.</p> <p>During my tenure with the company I was responsible for the implementation of some of the largest contracts in the company's history including two N=20M+ contracts with the Federal Capital Territory Administration. I was also responsible for the implementation of contracts with the Crown Agents and Action Against Hunger ACF.</p>	

RECENT CONFERENCE PAPER

Egu, M.E. (2017). The effect of sustainable MNEs FDI on global emissions" at the conference. A Paper Presented at the Academy of International Business (AIB) Annual conference, Dubai, UAE, July 3, 2017.

Egu, M.E., Chiloane-Tsoka, E. and Dhlamini, S. (2017). African Entrepreneurial viewpoints versus Macroeconomic outcomes. A Paper Presented at the Academy of International Business (AIB) Annual conference, Dubai, UAE, July 3, 2017.

Egu, M.E., Chiloane-Tsoka, E. and Dhlamini, S. (2016). South African Entrepreneurial Chasms and its Determinant Outcome. A Paper Presented at the Academy of International Business (AIB) Sub Saharan Chapter Conference, hosted by LBS, Lagos Business School, Pan-Atlantic University, Lagos, August 19, 2016.

Egu, M.E. and Aregbeshola, R.A. (2016). The Odyssey of South African MNCs and their Impact on the SADC. A Paper Presented at the Academy of International Business (AIB) Annual conference, New Orleans, USA, June 29, 2016.

Egu, M.E. and Aregbeshola, R.A. (2015). The Impact of South African MNCs Contribution to Regional Economic Development and Investment. A Paper Presented at the Academy of International Business (AIB) Sub Saharan Chapter Conference, hosted by GIBS, University of Pretoria, Johannesburg, August 26, 2015.

BOOK PUBLICATION

Egu, M.E. (2018). *MNCs and Regional Economic Development*. Dusseldorf, Germany: LAP Lambert Academic Publishing. Forth coming.

RECENT JOURNAL ARTICLE

Egu, E.M. and Aregbeshola, R.A. (2017). The odyssey of South African multinational corporations (MNCs) and their impact on the Southern African development community (SADC). *African Journal of Business Management*. Volume 11 (23). Pp. 686-703.

Egu, M.E., Chiloane-Tsoka, E. and Dhlamini, S. (2018). African Entrepreneurial viewpoints versus Macroeconomic outcomes. *Advances in Economics and Business*. Under Review.

PROFESSIONAL AFFILIATION

Association	Academy of International Business (AIB)
Country	Michigan, USA
Membership	2015 till date
Association	Institute of Directors in Southern Africa (IoDSA)
Country	Johannesburg, South Africa
Membership	2018 till date

REFERENCES

Prof. G.E. Chiloane-Tsoka	Senior Lecturer: Department of Business Management. College of Economic and Management Sciences. University of South Africa	Tel: +27124292008
Prof. R.A. Aregbeshola	Senior Lecturer: Department of Business Management. College of Economic and Management Sciences. University of South Africa	Tel: +27124298505
Prof. Ado Abdoukadre	Senior Lecturer: Ryerson University, 350 Victoria Street, Toronto, ON M5B 2K3, Canada	Tel: +14182644432