

Contact

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(LinkedIn)

www.fortivusconsulting.com

(Company)

www.bchipslongus.com (Company)

www.longussecurityservices.com

(Company)

Top Skills

Marketing Research

Business Strategy

Project Finance

Languages

Norwegian

Certifications

Fellowship

Fellow of the Institute of Consulting
(FIC)

CeMAP - UK - Certificate in
Mortgage Advice and Practice

Honors-Awards

Fellow

Joseph Nwosu, FIC, FIMC, CMC.

Principal Managing Partner at Fortivus Strategy Consulting
London, Greater London, United Kingdom

Summary

Energetic and goal focussed bi-lingual Market and Product Research Consultant with 10+ years experience in both the Financial industry (Residential & Commercial Mortgages, Asset Finance, Life & General Insurance, Property development, Property sales, lettings and Management), and aviation industry. I am uniquely qualified for a position in Market and Product Research or Financial product development due to my strong financial accounting knowledge, with a distinctive blend of customer management experiences and a wealth of innovative marketing/sales exposures.

Investment Banking Institute, Hong Kong.

Financial Modeling and Valuation Training Course

- 3 weeks of intensive training, focused on

- (i) financial statement analysis,

- (ii) valuation methodologies and

- (iii) financial modeling

- "Normalized" and "Spread" historical and projected financial statements, including in depth analyses of operational and leverage ratios

- Performed company valuations utilizing

- (i) comparable public company analysis,

- (ii) precedent transactions analysis and

- (iii) discounted cash flow (DCF) analysis

- Built a fully integrated cash flow model, including 5-year projections, debt and interest schedules, revolver modeling and sensitivity tables

- Modeled leveraged buy-out (LBO) and merger scenarios, with emphasis on sources and uses, pro forma financial statements, purchase price considerations, synergies, accretion/dilution and ratio analyses, among other concepts

- General investment banking processes such as pitching, debt and equity financing and sell-side M&A

I have excellent track record in financial product development and application, property portfolio development and sales, and strategic customer relationship management.

Specialties: Financial Modeling and Valuation:

- (i) financial statement analysis,
- (ii) valuation methodologies and
- (iii) financial modeling

Experience

FasterCapital
Representative
January 2019 - Present
London, United Kingdom

Global Business Consultants Limited
Business Partner
October 2018 - Present
London, United Kingdom

Fortivus Strategy Consulting
Principal Managing Partner
August 2018 - Present
London, United Kingdom

St. Jude Property Consultants Limited
Principal Managing Partner
September 2016 - Present
Management Consultant

B-Chips Longus Limited
Principal Partner
June 2012 - Present
Nigeria

Scholar Practitioner in International Business Research. Strategic Consulting.
New Market Entry Strategies.

Longus Limited

Senior Research Consultant
April 2011 - March 2013 (2 years)

Financial Market Research
Market Entry Strategies
New Product Development
Comodities Market Reserach
International Market Research
Public Private Partnership Consultant

Gemmini Finance Limited
Financial and Business Consultant
April 2009 - April 2011 (2 years 1 month)

- Responsible for new business developments, joint ventures and strategic alliances with business partners
- Provided advice and sold Business Insurance, Employers Liability Insurance, Group Health Insurance, and Stake Holder Pension to clients
- Responsible for the company's International Trade Consultancy
- Provided advice to New Home Developers and builders, structured, secured mortgages and sold over 80 apartments in a single development in Barking, Essex UK.
- Developed feasibility study and structured the finance for the construction of 2,000 low income housing units for the Cross Rivers State Government of Nigeria, in conjunction with Union Homes – a division of Union Bank of Nigeria. The project is still on going.
- Developed feasibility study, structured the finance and joint venture between Gemmini Finance Limited and LawQuest Nigeria Limited for the procurement and distributorship of professional law books in Nigeria with potential copy right agreements from the publishers.
- Developed feasibility study and structured the Finance for the construction of 10,000 low-medium income housing units for the Federal Housing Authority, Abuja, Nigeria.

Jcc Financial Solutions Limited
Financial Consultant and Adviser

2005 - 2011 (7 years)

- Involved in all aspects of customer service including managing a number of mortgage advisors and administrative managers.
- Maintain solid management and customer relationship by handling their questions and concerns with speed and professionalism.
- Achieved and maintained a mortgage offer rate of 95% with property purchase completion rate of 92%.
- Successfully directed and coordinated high calibre efforts to both expand and maximise market presence while strengthening market awareness.

Education

Norwegian School of Management

Msc, Marketing Strategy · (2002 - 2003)

University of Liverpool

Doctorate, Business Administration · (2011 - 2015)

Investment Banking Institute

Certificate, Financial Modeling and Valuation · (2012 - 2012)

Chartered Institute of Bankers

CeMAP, Mortgage Advice and Practice · (2004 - 2004)

Institute of Chartered Accountants in England and Wales

Certificate, Managing People · (1998 - 1998)