

RHEMA C. NWANERI, MPA

PROFESSIONAL BUSINESS MANAGER

PROFESSIONAL PROFILE

Professional Business Manager with 10 years of experience managing multimillion-dollar business operations. Successfully optimizes framework and cultivate cohesive teams to meet and exceed business financial goals. Excellent reporting, record keeping and relationship-building abilities, trade, gross profit, and operating income support, adept in converting sales data and insights into strategic, actionable solutions that support internal business growth plans. Leverage analytic strengths and strategic thinking to align with company values, goals, and customer needs.

EXPERIENCE

Loan Officer, Wright-Patt Credit Union, Beavercreek, Ohio Aug. 2020 - present

Effectively maintain a robust base of productive client relationships by creating financial analysis reports with loan origination in processing and marketing research. While overseeing over 4.3 billion in assets and 1.3 billion in loans.

Manager, Joseph A. Bank., Kettering, Ohio, Dec. 2018 – Aug. 2020

Promoted to Manager of flagship store in 4 months after demonstrating prowess and effectiveness during the turnaround campaign at *Joseph A. Bank.* Primary duties are to create and Study current process issues and develop innovative solutions to improve workflow to maximize efficiency and increase productivity. I work in collaboration with other leaders to critically analyze current challenges at *Joseph A Bank.* Equally, I maintained statistical and sales record from 1.2 million to 2 million dollars. After one year in the role.

- Partner with sales and regional leadership by providing weekly, monthly, and ad analytics that direct financial decision-making.
- Maintain and initiate complex commodity based monthly price change with multiple accounts. Prepare monthly analysis on volume, gross sales, and sales reductions.
- Perform cost-to-serve analysis from sales to finance leadership, make recommendations to improve stability.
- Recruiting, training, supervising and appraising staff.

Business Banker, Key Bank, Dayton, Ohio, Sep. 2017- Dec. 2018

- Manage sales revenues and profitability of the company's largest volume account by executing of monthly price change based on component cost. movement, dairy commodities, and hedging implications.
- Assist annual budget planning, and on-going forecasting process with Sales Operations and Demand Planning.
- Reach out to potential clients to generate new business (40 cold calls/day).
- Present financial products and services to existing and prospective customers.
- Manage business accounts while driving up revenue in investments to \$1.2 million dollars.(personal Book of business).

SKILLS

Revenue management

P&L analysis

Budgeting

Trade promotion management

Pricing & Hedging management

Team leadership

Project management

Process improvement

Financial modeling

Training & Recruiting

EDUCATION

Harvard University,
Business Analytics Program-2021

Texas Southern University,
Executive Master of Public
Administration-2018

Texas College,
B.S., Business Administration/
Financial Management-2015

TECHNICAL SKILLS

Microsoft office suite

Proficient in excel

BI analysis tools

PeopleSoft

MT4

EXTRA

“Top performing manager/
Gold star Recipient”- *Joseph
A. Bank.*

“Corporate Leads MVP,
2016”....*Enterprise Rent-A-
Car/Enterprise Holdings Inc.*

“Professional Standards &
Performance MVP, 2016.”
*Enterprise Rent-A-Car/
Enterprise Holdings Inc.*

Financial internship 2015-
Northwestern Mutual.

Recruited for the chamber of
commerce-Dayton Ohio -*Key Bank
2017.*

Trilingual

Community
Affiliations

Member/Affiliate- *Hope Church,
Pearland, TX.*

Mentor/Speaker- “Today’s
Prince... Tomorrow’s King
Educational Foundation
(TPTK-ED),” Houston, TX.

Volunteer- *Fort Bend County
Medical Reserve Corps.*

Apprentice/Educator-*RJH &
Associates, LLC.*

Volunteer- *United Way
Dayton, Ohio.*

Business Manager, *RJH & Associates, LLC., Houston, Texas* Jan. 2017- Dec. 2018

- Assist in successful accounting remediation and preparation for public filing.
- Create and maintain project accounting revenue reorganization desk procedures in multi-entity environment in Oracle.
- New project setups in Oracle ensuring standing agreement with contract and customer purchase order documentation are suitable for applicable revenue recognition.
- Complete the monthly revenue recognition and reporting process in a timely and accurate manner.
- Provide Nonprofits, small businesses, etc. with professional assessments and training support to increase organizational processes.
- Perform administrative tasks such as monitoring costs, scheduling classes, setting up systems and equipment, and coordinating enrollment.
- Monitor and evaluate training programs to ensure they are current and effective.

Account Manager, *Enterprise Holding Inc., Houston, Texas,* Jun. 2015- Jan. 2017

- Design, implement standardized financial reporting on *Key Performance Indicators (KPI)* – Budget variances, attrition, sales, COGS, and member data analytics.
- Construct financial modeling on special programs and incentives, what-if financial analysis on campaign sales, incentive plans.
- Business intelligence implementation team lead, special project management team (Finance liaison), partner with all departments to ensure proper data gathering and key performance indicator specifics are captured.
- Support acquisition of new clients and growth of current book of business by contacting and following up on system generated leads identified through the client experience.
- Provide customers with viable purchase advancement options maintaining 90 percent to sale goal rate.
- Develops strong partnerships with operations leaders, financial advisors, mortgage advisors, small business colleagues and other line of business partners focusing on client acquisition and deepening the relationship.
- Attend weekly meetings with vendors/clients (meets with B-level executives and decision makers for dealerships as well as insurance agents).