

Nnaemeka Bonaventure Onaga | MBA, Co-Founder

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Career Objective

I am an individual with a solid academic background and 25 years of professional experience. 16 years as an employee and 9 years as an employer (entrepreneur). Experiences that have given me a unique perspective on organizational dynamics and challenges. I seek the DBA study to gain a deeper understanding of business principles and ultimately achieve my long-term goal of becoming a renowned scholar-practitioner. As a scholar-practitioner, I intend to apply acquired academic knowledge to solving unique and intriguing challenges facing the industry.

Education

Bachelor of Engineering, Electronic Engineering

University of Nigeria Nsukka (UNN)

Sep. 1993 – Dec. 1999

First Class Honours, GPA 4.65 on 5-point scale

Best Graduating Student, Electronic Engineering

Best Final Year Student, Faculty of engineering

Executive Education, Fundamentals of Strategy

Harvard University Division of Continuing Education

Sep. 2013

Executive Masters in Business Administration

Pan-Atlantic University, Lagos Business School (LBS)

Jan. 2005 - Dec 2006

Executive Education, Mergers and Acquisitions

Imperial Business School, London

Nov. 2023 – Jan. 2024

Work Experience (highlights)

Co-Founder and CEO,

ClanCommerce, <https://clancommerce.com>

Feb. 2024-present

- Created the vision, the company's strategic direction and business targets.
- Managed the resourcing and retention of key talents.
- Fostered departmental and team collaborations.
- Encouraged the team to launch a commercially viable minimum viable product (MVP) within 12 months.
- Managed the growth team to craft a comprehensive go-to-market plan, currently in the execution stage.
- Negotiated and executed channel partnership agreements (13 to date)

Co-Founder and Chief Operating Officer,

Cloudenly, <https://cloudenly.com>

May 2021-Jan. 2024

- Supported the CEO to create the vision, strategic direction and business targets for the company
- Managed the company's daily operations and personnel and fostered a collaborative work environment.
- Monitored and analyzed key performance indicators (KPIs), tracked progress and identified areas for improvement.
- Supported the product team to launch a commercially viable MVP within 15 months.
- Executed channel partnership agreements with 27 value-added resellers including MTN Nigeria, the largest telecom company in Nigeria.

Co-Founder and CFO,

MuleEx, <https://muleex.com>

Feb. 2020 – Apr. 2021

- Crafted the company's 3 years financial and budgeting plans.
- Managed cashflow and ensured adequate liquidity for the company's operations.
- Successfully sourced working capital and managed investor relations (a mix of equity and SAFE investors)
- Managed routine financial tasks (reports, audits, tax filing, etc.)
- Managed and ensured full compliance with financial and accounting regulations.

Co-Founder, Chief Research Officer,

Scelloo, <https://scelloo.com>

Nov. 2017 – Present

- Oversaw research activities for Scelloo subsidiaries (Cloudenly and ClanCommerce) and affiliate (MuleEx).
- Conducted detailed market research, identified industry gaps and opportunities for the companies.
- Shared research findings with the product teams to shape product ideations, innovations, MVP developments and enhancements.
- Constantly analyzed industry data, identified emerging trends, opportunities, and threats and advised the business accordingly.

Senior Manager, Radio Planning, MTN Nigeria

<https://mtn.ng/>

Jul. 2015 – Jun. 2017

- Handled technology vendor evaluation, selection and management.
- Played a key role in the acquisition and integration of Visaphone CDMA network in 2016
- Executed several tower colocation initiatives, saving more than \$US55m in OpEx.
- Part of the project team that executed the transfer of 9,151 MTN sites to IHS under the Tower Sale and Lease Back JV agreement.
- Handled budget plans, managed OpEx and capex
- Led and managed the team to pioneer and deliver several innovative solutions including the 4G/LTE network for MTN.

Senior Manager, Transmission, MTN Nigeria.

<https://mtn.ng/>

Jan. 2011 – Jun 2015

- Handled technology vendor evaluation, selection and management.
- I led and managed a team to modernize the transmission network for the company. Arguably, the largest privately owned transmission network in Africa and middle east.
- Pioneered several innovative transmission solutions for MTN.
- Executed numerous domestic lit capacity swap agreements with leading telcos (Airtel, Etisalat, Globacom and Multilinks). Achieved cost savings of more than \$US 85m.
- Negotiated and executed several cross-border capacity lease agreements.
- Handled budget plans, managed OpEx and capex

National Manager, Infrastructure Development, MTN Nigeria

Sep. 2007 - December 2010

- Handled several infrastructure share and swap initiatives with leading telecom companies.
- Undertook detailed due diligence and subsequent integration of VGC fixed network and personnel.
- Represented MTN Group's in the Procurement Group (PG) that delivered the \$US700m WACS system-a 14,530km undersea fibre network connecting Europe with Africa. WACS was executed in collaboration with 14 other consortium member companies from Africa and Europe.
- As PG members, we:
 - conducted due diligence on potential technology vendors and selected the preferred vendor (Alcatel-Lucent).
 - reviewed EIA reports by Alcatel, assessed and mitigated risks to the environment and marine ecosystem.
 - researched local, national and domestic regulations, identified and mitigated licensing and permitting risks.
 - handled intra consortium collaborations in respect to project execution as well negotiated subsea cable station ownership, construction and operations.

Transmission Engineer, MTN Nigeria

Apr. 2002 – Jul. 2007

- Handled transmission network designs, capacity planning and management.

Auditor, PricewaterhouseCoopers, Nigeria

<https://pwc.com/ng>

Jul. 2001-Mar. 2002

- Reviewed and assessed the truthfulness and fairness (or otherwise) of clients' financial statements.
- Identified business risks and recommended mitigations.

Research Objective

My research objective is to explore the intriguing concept of causal ambiguity and how it causes performance heterogeneities in technology startups. Using outcomes in partnerships, alliances, mergers and acquisitions as case studies.

I have a great desire to apply insights gained from the research to solving industry challenges

Research Experience

- Financial audit investigation and analysis.
- Due diligence for asset acquisitions and collaborations.
- Market sizing for software products.
- Customer discovery for software MVPs.
- Competitive data mining.

Relevant Skills

- Leadership, stakeholders' management, and negotiation.
- Industry research, due-diligence, data collection and analysis.
- Partnerships, alliances, mergers and acquisitions.
- Corporate and strategic planning.
- Entrepreneurship, product innovation and development.
- Financial planning and management.
- Human capital management.
- Vendor and contract management.

Publication, Conferences

- What is ERP Software and Why Your Organisation Needs One (Medium, 10 September 2021)
- Guest Speaker at Faculty of Engineering, University of Nigeria Nsukka (November 2012): **“Telecommunications Sector: The Nigerian Experience”**
- Guest Speaker at IRR/TNMO Conference (Nice, France, June 2007): **Case Study: Rollout of MTN Nigeria National Fibre Optic (DWDM) Backbone**

Professional Membership

- Strategic Management Society (SMS)
- Imperial Mergers & Acquisitions Alumni Group
- Platform Calgary (ecosystem of tech founders, investors and policy makers)
- FounderPass (community of entrepreneurs and founders)
- UNN and Pan-Atlantic Alumni Associations.
- Council for the Regulation of Engineering in Nigeria (COREN)

Volunteer Experience

- Justice, Development and Peace Commission (Lagos, Nigeria) - Member/Coordinator - 2014 -2019
- Cerebral Palsy (CP) Kids & Family (Calgary) - Christmas Party Volunteer -Dec. 2021
- Scotiabank/Servus Calgary Marathons- Race Course Marshall – 2021, 2023, 2023, 2024

Referees

Prof. Cosmas Ani, Electronic Engineering,

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