

THE ENTREPRENEUR AFRICA

August, 2021

CELEBRATION EDITION
...celebrating economic freedom



MEET THE
**UNCONVENTIONAL
ENTREPRENEURS
OF 2021**

Finish The Year Strong!
3 SIMPLE WAYS TO BOOST
SALES FOR THE LAST QUARTER

**HOW TO DELIVER A
PITCH INVESTORS SIMPLY
CAN'T TURN DOWN**



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A Season of Rewards: For the Entrepreneurs and Change-Makers who ROSE ABOVE Covid.

Our lives have been changed forever. And so are our businesses and the way we run them.

COVID-19 with its nearly 2 years of onslaught on humanity has ensured that. But while many have continued to cave under, a thousand businesses after another, some entrepreneurs have risen above it.

But this did not come as a result of doing things by the book. No, this is the kind of victory that's won on day-by-day basis by those who innovate, those who constantly choose the temporary inconvenience of out-of-the box approach to business than the fleeting false hope of inside-the-box way. And these are the ones we've chosen to call the Unconventional entrepreneurs of 2021. And it is in their honour that we hold The Entrepreneur Africa Awards 2021 this August.

In this edition of The Entrepreneur Africa Magazine, you'll read an insightful work from Strive Masiyiwa on pitching to investors.

You'd also learn some simple approaches to growing your sales to end the year on a high. We softened things a bit with the interview featuring Sharon Afebuameh, the young Nigerian woman who is blazing trails in the U.K. And finally, please make yourself at home with the assorted intros of the nominees of TEA Awards 2021. Cheers!

David Agu
CEO/Editor-In-Chief
editor@theentrepreneurafrika.com
@david.agu_

OUR TEAM

David Agu Esq.

CEO/Editor

Ojeh Toju

(Head, Business Dev.)

Dominic Onyebuchi Ugwu

(Head of Operations)

Ani John King

(Head, Graphics)

Victor Chikezie

(Web Manager)

Matthias Bassey

(Content/Corporate Communications)

Sekinat Habeeb

(Head, Special Projects)

Mawutor Adzato

Tony Okoroafor

Deji Yusuf

(Contributors)

Published by

The Entrepreneur Africa 360 Ltd

4 Babatope Bejide Street, Lekki 1,

info@theentrepreneurafrika.com

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STRIVE MASIYIWA:

HOW TO DELIVER A PITCH INVESTORS SIMPLY CAN'T TURN DOWN

By Strive Masiyiwa



(Every edition on this page, with permission, we feature an article by Zimbabwe's richest man, and Chairman of Econet, Strive Masiyiwa. Enjoy!)

Many have asked me to say a bit more about "pitching", including what the word really means. For an entrepreneur, a "pitch" is what you say and present to potential investors to market yourself, your idea, and your business -- not just to inspire them to invest, but to rush to be first in the queue! I've decided to share an excellent article written by Neil Patel who gave me permission to republish it.

Neil Patel's "13 Tips" are excellent, but let me give you the most important tip of all: Securing funding from investors who invite you to make a pitch is won or lost long before you arrive to make your pitch!

It's going to be decided by the PREPARATIONS you make in the months and weeks leading up to that pitch. Let's get started. In his article, Neil writes:

"Your pitch is the single thing that could either get your business off the ground or plunge your idea into eternal oblivion. It matters. The rule of thumb for investors is that for every 100 investments they make, only 10 will go big. Let me take that rule of thumb a step further. For every

1,000 pitches an investor hears, he or she will fund only 100 of them. Statistically, the odds for success are not great. You can beat the statistics, however, by crafting a pitch that turns heads and gets funded.

What are the ingredients of an ultra-compelling, irresistible, outstanding, and unforgettable pitch?

1. Take only ten minutes.

Timing is critical. The less time your pitch takes, the better. A brilliant idea means nothing unless you can distill it to a few moments of sheer power. The more concise you can be, the more effective you will be. Here are a few timing pointers:

If you say that you'll take "only X minutes," then take at least one minute less.

If you are told, "You only have X minutes to pitch," then take at least five minutes less.

If you say, "One last thing" or something similar, then make sure it's truly the one last thing.

Move at a good pace. Don't rush at the end.

If you're using slides, don't get stuck on one slide for more than three minutes.

Here's the great thing about taking ten minutes. If the investors are really interested, they'll ask questions. If they're not interested, then you will have saved them (and yourself) some time.

2. Turn your pitch into a story.

Storytelling is a scientifically-proven way to capture a listener's attention and hold it. Besides, it makes your pitch unforgettable.

Investors are bored with spreadsheets, valuations and numbers. If they want that information, they can get it. What you can offer that no term sheet can convey is the story and pathos behind your startup. Everyone loves a good story, even the most data-driven investor. So, tell your story and tell it right. You're bound to gain attention, and the funding will follow.

3. Be laser-focused.

Investors' time is their most valuable asset. If you convey a respect for their time, they will interpret that respect as your ability to treat their funding with respect. Because time is important, you need to develop an absolute focus on the core components of your pitch. What are those core components? They're detailed in the following tips.

4. Explain EXACTLY what your product or service is. Show your potential investors a picture of, or give them the actual product to handle. Be careful not to drone endlessly on about your product. Honestly, investors don't really care about your product as much as they care about the money that your product will make. The sooner you get to the good stuff -- the money -- the better.

I will share more of Neil's tips below. But now I want you to do some homework.

Remember: The opportunity to pitch to an investor can come at any time, in any place. It doesn't always happen in a formal way on a set date in a boardroom. You might run into a potential investor unexpectedly and need to be ready right then and there.

I want you to work on your "elevator pitch" without a moment to lose. This means a pitch 20 to 90 seconds in length from beginning to end... [only more formal pitches can be longer].

Practice filming it, if you can. Times are tough but you are tougher. Let's go!

"You're almost always better off making your business better than your pitch better". [Marc Andreessen]

But an excellent pitch is essential, too! When investors listen to a "pitch," establishing whether or not someone has a good business idea is the easy part. Most investors walk away because they're not convinced they can trust you with their money. It's really that simple. If I don't tell you this, I will have done you a disservice. It's nothing to be angry or bitter about.

5. Explain exactly what is UNIQUE about your product or service.

If you are not producing or providing anything different from the run-of-the-mill widget, don't even go to the meeting. Go back to your drawing board, and design something better.

6. Explain exactly who your TARGET AUDIENCE [Customer!] is.

Use demographic and psychographic features to pinpoint your customers. Show investors a picture of a customer along with relevant data points.

7. Explain how you intend to acquire these customers.

Business success comes down to marketing. If you have a marketing idea, method, technique, or process, this is your chance to showcase it. Contrary to pithy maxims, great





products don't sell themselves. YOU sell the product. To be persuaded, investors have to see an airtight strategy for getting the product to market.

Most VCs are well aware of the advantages of digital marketing and won't take a second glance at a product that isn't backed by a tactical plan for online marketing.

8. Explain your revenue model.

Investors invest because they want to make a return on that investment. An investor will care about your pitch if you can answer this question: 'How will my company make you rich?'

The answer, in investor-speak, is your revenue model. Specifically identify which type of revenue model you are embracing, and how you intend to apply it..."

Remember that a "revenue model" is different from a business model!

If you have the opportunity to pitch to an investor, consider it a privilege rather than an entitlement. When you do your pitch, you must also remember: Investors are not donors. Investors are not tourists. Investors are not philanthropists or charities. Investors have options.

A good investor will never put money into a venture run by someone who comes across as arrogant, cocky or argumentative. A good investor will never put money behind someone who is dishonest, corrupt, or a thief. If you have a tendency for dishonesty or misuse of other people's money, a good investor will find out before they give you a cent! A good investor will not put money behind someone who is careless or disorganized.

A good investor will not invest in someone who is highly emotional. Being passionate is one thing, but being emotional is not acceptable!

A good investor will not invest in someone who is political. You should understand the politics of your country from an economic perspective, but not come across as an active participant in politics.

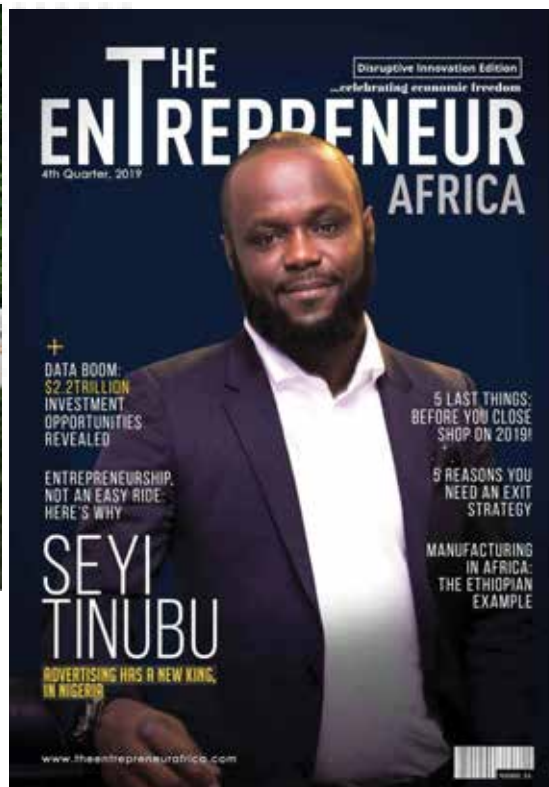
Being a good investor is very hard!

Your job is to show them that you can be trusted with someone else's money and how, with this investment, you can MAKE MONEY for THEM!

To be continued.

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MEET THE UNCON VENTI ONAL ENTREPRENEURS OF 2021

By Abimbola Abayomi





THE ENTREPRENEUR AFRICA AWARDS 2020



Desperate situations call for unconventional solutions.

And as the totally unprecedented happenings of the last one year and 8 months disrupted the norm in the field of business and the economy at large, it took the lives of many businesses with it.

The ones who survived had to employ unusual business tactics to do so.

And the entrepreneurs/social impact-makers who achieved growth despite the disruptions are the ones we've entitled **'the Unconventional Entrepreneurs of 2021'**.

And they're the Nominees of The Entrepreneur Africa Awards 2021. Now come with us, let's meet them.



Osato El Osemwingie, is a Chemical Engineering Graduate from Covenant University with an MBA in view from one of the top Colleges, she is currently the founder of El Gazelle Foods; an all NAFDAC approved kilishi company making different varieties of kilishi (chicken, beef & goat meat); which she directly employs 10 youths and indirectly 50 men and women in Nigeria. The company has a sales distribution network of up to 70 retail outlets in Nigeria and 5 outside the country.

Osato
El Osemwingie

She is very passionate about helping women and girls living below the societal pyramid; from giving sanitary pads out, to refurbishing health centers to giving scholarship opportunities are few of the many CSR El Gazelle Foods engages in under her leadership.

For her excellent business idea, she has been selected for Enterprise Development Center for the Road to Growth program sponsored by Exxonmobil, Cherrie blaire foundation for women and world bank, she has been selected for programs under fate foundation, Africa youth Entrepreneurs, won an award for the youngest Entrepreneur in 2019 by Nigeria Hype award and she has won multiple local and international grants for her brand.

El Gazelle Foods is a nominee for Top 10 Start ups For The Year.



Abdullahi
Hauwa Iye

Abdullahi Hauwa Iye is young, passionate and enterprising. She's a 24-year old Nigerian from Ibaji, Kogi State.

Professionally, a microbiologist but passion and adventure have made her explore other fields. Hauwa is the founder of EVETINCTS; a leather works brand that mass-produces shoes and bags for both wholesalers and other brands. She holds several certificates in entrepreneurship and finance. Hauwa is a Nominee for Young Entrepreneur of The Year, in The Entrepreneur Africa Awards 2021.



Ak
Abdulraman

Ak Abdulraman is a young serial business man whose entrepreneurial prowess pegs interest across different service enterprise, making his brand a notable mention in the suburb of Ilorin in Kwara state.

Ak Abdulraman group has varieties of Businesses, ranging from a unisex salon, to a pick up Restaurant, to commercial mall, to an hangout multipurpose location (having an indoor and outdoor Restaurant, game house, physical game spots, Pedicure and manicure section, hair mart and more.

Ak Abdulraman group is a Nominee for Young Entrepreneur of The Year, in The Entrepreneur Africa Awards 2021.



Akin
Alabi

Akin Alabi's passion for Agriculture started over 20 years ago when he created a dynamic way of how youth can begin to see Agriculture differently using the power of Digitalisation from creating an award winning Blog called the **Corporate Farmers Blog** which has now transformed into a multi-Million Naira company called **Corporate Farmers International (www.corporatefarmers.tv)** with his Co-Founder, Director, partners and stakeholders across Nigeria and Africa.

Akin Alabi is a Masters Holder in Business Administration (MBA) & a Bsc Accounting from Olabisi Onabanjo University Ogun State. He is also a graduate of Orange Academy- a Brand and Advertising school in Maryland Lagos.

He is a Farm Manager Executive, Agric Technology enthusiast, and lead strategist with his professional experience. The company has been able to create Agric innovative platforms like Agri Social media week, Agric Campus Tour, concept on Agric Reality TV show, AgriSuperHero, Agric e-learning platform, Animation project on Agriculture for kids.

He has worked with top Honourable Commissioners of Agriculture and Ministers and professionals in the industry to develop plans for the future of Agriculture in Nigeria especially as it affects the youth. Akin Alabi (Corporate Farmers International Limited) is a nominee of **The Entrepreneur Africa Award for Agriculture, 2021**



Akindutire
Kehinde Ayomikun

Akindutire Kehinde Ayomikun, the CEO and the head hairstylist of Haekhin Hair Culture that is popularly known as HHC. It is a natural hairstyling brand that has trained over 300 students on natural hairstyling and its maintenance in social programs, Universities programs locally and internationally. This has empowered so many young women and given financial stability to many. The brand was birth through the CEO's unwavering passion to see the Natural hair culture being accepted again. HHC has been awarded on creating beautiful natural hairstyles over the years. Our goal is to remain focused as we birth outstanding natural hairstyles that boost ladies confidence and hereby promoting modesty in beauty.

Haekhin Hair Culture is a nominee for The Entrepreneur Africa Award for Fashion Business.



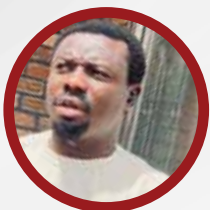
Akinwande
Segun Tokunbo

Akinwande Segun Tokunbo, A results-driven strategist, Akinwande Segun Tokunbo, founder and lead partner of SUNSEG NIG LTD and a director of operation at FASMA UNIVERSAL PRODUCT LTD, provides excellent freight services and strategic guidance to clients. He builds trust through a demonstrated ability to optimize performance and achieve desired results, and has a passion for professional and personal development to continue to bring the highest value to clients. He earned a bachelor degree in microbiology at Joseph Ayo babalola university Ikeji-Arakeji Osun state and also has earned over 10 different certifications.

He is the convener of the yearly strategic entrepreneur event and has mentored many professionals and colleagues who are successful in their field of operation such as sterling oil, Nexim bank to mention few. He is a member of teacher registration council of Nigeria, national institute of management studies and an accomplished teacher with excellent student and colleague feedback..

Through this partnership he has empowered over 400 youth in March and April 2021 with different strategic skills acquisitions such as tailoring, shoe making, IT and catering services.

He is a nominee of The Entrepreneur Africa Award for Corporate Social Responsibility at this year 2021 edition.



Amb. Piero

Amb. Piero is a significant individual that is committed to the advancement of the Africa continent and youth representation through dialogue and collaboration in leadership.

Amb. Piero has represented Nigeria in high profile youth Conference as a Speaker and has led youth Delegations to summit in Africa and beyond, he is a coordinator in the Nigeria Rebirth Project (NRP), an Organization committed to deliver a supper Nation, Nigeria coordinator Earthright International and His love to serve is people made him join politics in 2013 and were he made history as the youngest to ever contest for the seat of the Nigeria Senate. Dr. Piero is a chieftain of the All Progressive Congress (APC), Nigerians ruling political party and a National Youth Leader.

Amb. Dr. Young Piero is the

- * Continental Coordinator Jet Age Nation Builders.
- * Member of Paliament , African, Pacific and Caribbean joint session with the European Union (ACP-EU).
- * Executive Director, Young Piero Organization.
- * Chief Vision Officer, P's Consultant/Real Estate and presently seat as Board Director to local and international organizations.

Amb. Dr. Young Piero is a graduate of the International School of Aviation, South Africa, holds a Bachelor's Degree from Novena University, Master Degree from Ambrose Ali University (AAU) Ekpoma and Honorary Doctorate Degree from Liberal Bilingual University Togo.

AMB. Piero is a nominee for The Entrepreneur Africa Award for Philanthropy



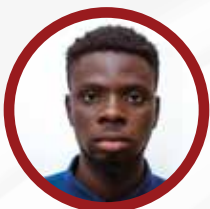
Olaoluwakitan
Deborah Abiola

Olaoluwakitan Deborah Abiola is a Statistician turned Entrepreneur; She has a B.Tech in Statistics from the prestigious Ladoke Akintola University of Technology, Ogbomoso, Nigeria and an M.tech Statistics from Federal University of Technology, Akure, Nigeria. She is a passionate entrepreneur, dexterous with her creative works. She is the Creative Director of TREASURY HANDS CRAFTS AND WEARS - a fast-growing creative craft company that specializes in Asooke and accessories for individuals and couples and the lead Minister of the AMOKE ALAGA EVENTS

Aside being creative and dexterous with her hands, she has also harness her passion for speaking in the events, entertainment and public speaking industries. She has successfully compered corporate events for top brands like Maggi Nigeria, Fumman Juice e.t.c to mention a few.

Being a great custodian of culture in marriages, she adds glamour exquisitely to your traditional wedding engagement with her Alaga Iduro and Ijoko as well as exceptional Eru iyawo services. Amoke Alaga as she is popularly called is a registered member of Association of Professional Party Organisers and Event Planners of Nigeria (APPOEMN), Association of Event Vendors (ASSEV), Professional Event Planners and vendors Association of Nigeria (PEPVAN), Ibadan Entrepreneurs Network (IEN), to mention a few.

Abiola is a nominee for The Entrepreneur Africa Award for Entrepreneurial Education.



Asitonaa
Pokima Amasa

Asitonaa Pokima Amasa, a native of Buguma in Asari - Toru Local Government Area of Rivers State, born 4th Sept. 1997. Studied media & broadcast journalism at the Del-York Creative Academy Lagos State, an undergraduate student of the Ignatius Aguru University Rivers State Nigeria.

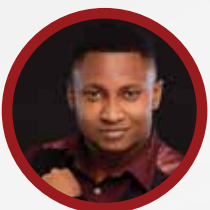
Started his entrepreneurship journey way back 2017 and registered as a cooperate organization in 2018. Since inception the company has been able to impact positively on the society by preserving culture through audio visual content.

Kalabari Television is a cultural TV channel created to preserve Culture in Nigeria.

Disseminating socio - cultural heritage, history, videos & pictures of our presents & past events, news etc, of the Ijaw, Kalabari people & beyond.

Asitonaa envisions the goal of the company to become one of the leading cultural TV channel in Nigeria whose content will not only be viewed in Nigeria, Africa but across the shores of Africa.

He is a nominee of **Young Entrepreneur Of The Year, at The Entrepreneur Africa Awards 2021.**



Arabome
Morgan Ayodeji

Arabome – Morgan Obadiah Ayodeji is a multi-talented individual with expertise that cuts across Entertainment, Talent Management, Information Technology, Business Development, Media Communications, Public Relations and Advertising. He is a serial entrepreneur that has been involved in several campaigns, projects, initiatives and special interventions.

He is CEO and Lead Strategist at Numero Eight Media, a Talent Management and Advertising Company where he continues to discover young talents, transforms them into reputable brands.

He acquired his educational degrees from the University of Lagos, Nigeria; ISCOM, Benin Republic; Westerfield College, UK and Robert Kennedy College, Switzerland. He has worked with several Individuals, Private Organizations, Media Companies, Multinational Corporations, Government Agencies, Educational Bodies, etc. to assist in achieving their desired results.

TM currently resides in Lagos State, Nigeria where he continues to be a voice and leading a change in his industry.

He is a nominee for **The Young Entrepreneur Of The Year, at The Entrepreneur Africa Awards 2021.**



Tinu Smith

Tinu Smith is an award winning Nigerian Based fashion designer, and the Chief Executive Officer of Datina Designs Fashion House and Fashion School.

She has managed her fashion designing business for over 25 years. She manages Datina - Tibile Fashion Retail outlet stores in Ibadan, which showcases her unique clothing line and her two brand labels Datina Designs and Tinu Smith.

She is a Goldmansach scholar from the Educational Development Centre, Pan Atlantic University, Lagos Business School, where she studied Entrepreneurial Management. She is also an advocate for Women & youth empowerment.

Tinu is an Alumna of Cherie Blair Foundation Road to Growth Women's program in Nigeria. She is also an alumna of Leap Africa. She was one of the 200 women shortlisted all over Africa for the first Cohort of African Women Entrepreneurship Cooperative business management program sponsored by Global Centre for Entrepreneurship. She was one of the 100 entrepreneurs shortlisted all over Nigeria for the business management training, sponsored by Development Bank of Nigeria. She studied business management at the CBN Enterprise Development Centre.

She is an inspirational speaker for women, business and relationship conferences. She is a fellow, mentor and certified business coach of the Chartered Institute of Mentoring and Coaching Nigeria.

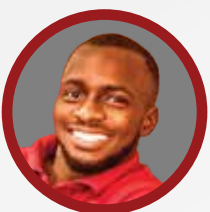
She is a nominee for **The Entrepreneur Africa Award for Entrepreneurial Education.**



Ayodeji Razaq is a Marketing Communications Specialist with close to 10 years of experience of creating customized experiential solutions for brands across the FMCG, Technology, Manufacturing & Financial Services industries. He is the Co-Founder of X-Holdings Group, a group of companies that includes Riquesa Africa—a leading experiential & activation company with operations in Nigeria and Ghana, and Duo Agency—a digital and tech driven marketing agency.

Ayodeji Razaq Prior to Co-founding X-Holdings, Ayodeji worked as the Activation/New Media Executive of BrandLife Limited, where he was responsible for creating Digital Go-to-Market strategies for clients, who were increasingly looking to leverage on digital solutions, to increase market share. He also had a stint at Buyology Company Limited, where as the Digital Media Marketing Manager, he created digital frameworks across different channels, which helped the company grow at a 30% month-on-month rate. Ayodeji is an alumnus of University of Lagos, and a member of the Chartered Institute of Marketing UK (CIM), National Institute of Marketing of Nigeria (NIMN).

He is a nominee for **The Entrepreneur Africa Award for Professional Service Excellence.**



Ayodele Caleb is the CEO/co-founder of Dexon Group, Africa who graduated from Babcock University with honors in Business Administration.

His leadership in Dexon has made the company gain recognition as one of the best security outfits in Nigeria and top 5 luxury transportation business in Nigeria.

Ayodele Caleb In the past years, he has been awarded the Entrepreneur of the year award, fastest growing business award, to mention a few.

His goal is to build a world class luxury brand and change the narrative of Nigeria's security system to create more revenue streams for Nigerians around the world.

His brand, Dexon Group, is a nominee for **Top 10 Startups of The Year at The Entrepreneur Africa Awards 2021.**



**Ayomide
Adebowale**

Ayomide Adebowale is a self-taught Artist from Lagos Nigeria. Her works focus on social activities, health issues, the beauty of the African woman, societal issues and fashion.

Ayomide's works have been featured in various local and international exhibitions since 2018. She is the Founder of Arts By YMD.

In her own words, "Art acts as a form of catharsis. At several levels, it gives vent to several voices - voices of those that may otherwise never have been heard.

For me, this inclusiveness becomes the strongest point of art". Ayomide is a **Nominee for TEA Awards 2021 in the Creative Arts Category.**



**Aluko
Ayoola**

Aluko Ayoola Olayemi is an Entrepreneur in Real Estate and Oil and Gas. Founder of Jolas Global Investment Limited, Jolas Homes and properties, and Ayoola Orphanage Foundation, all of which are registered companies under the CAC commission. With education in Stars Maritime Academy(Marine Engineering) in 2016, Aluko hails from Osun state.

He is a nominee of **Young Entrepreneur of The Year at The Entrepreneur Africa Awards 2021**



Baiyuqing

Co-founder **Ms. Philomena Brorie Okologo** of Greensols Energy Revolution Nigeria Limited, the first female Nigerian to win the best solar company in Nigeria in 2011 and 2012, by institute of government research in Nigeria, is the founder of Baiyuqing smart accessories and Eco friendly products.

In February 2020, during the COVID-19 pandemic, Baiyuqing resolved to provide a smart solution to enable Africans live smarter , work smarter, and stay smart to stay alive with Eco friendly products and green systems, so that they can explore the wonderful world.

Baiyuqing is a nominee for **Top 10 Startups of The Year.**



**Bisi
Sotunde**

Bisi Sotunde, is the MD BUSYBEE GROUP, A force to reckon with in the Events industry, having successfully planned and managed several high profiled events from Corporate Functions, Weddings and Parties for almost 12 years.

She also sits as the Lead Consultant, Bisi Sotunde Consulting a firm that helps event professionals to scale and grow their businesses through strategy sessions, group coaching programs, webinars etc Through her Events Academy (BusyBeeAcademy), she has trained and mentored over 1000 event professionals through planning/decoration classes, masterclass workshops and mentoring programs. Bisi was recently listed on the Top 50 influential icons in Nigeria.

She also runs a thriving business support community called The Well Watered Garden Tribe Network for event professionals who are intentional about growing their businesses with over 250 members cut across Nigeria and Diaspora.

She has undergone several business development trainings at The Special Event show New Orleans, IMEX Group Las Vegas USA, Nigeria-British Chamber of Commerce, Poize Networks, WIMBIZ, Centre for Enterprise Management & Research(an International Finance Corporation IFC sponsored programme), Fate Foundation etc

She is a recipient of Goldman Sachs scholarship and Cherie Blair Foundation Road to Growth at the prestigious Pan Atlantic University /LBS.

She is a nominee for **Outstanding Female Entrepreneur of The Year in The Entrepreneur Africa Awards 2021.**



**Bukola
Omidire-Ajani**

Bukola Omidire - Ajani, a 28-year old, wife & mother of one -- with a first degree in Accounting from Ekiti State University, Ado Ekiti, Ekiti State, Nigeria.

Bukola who chose to instead blaze her own trail via entrepreneurship haven tried out different entrepreneurial endeavor decided to pitch her tent with fashion: particularly men's fashion. Bukola's mission statement at her brainchild -- Pure Buks Lapelz -- is "helping you stay classy." This is because dressing is a huge part of impression: She would say. At Pure Buks Lapelz a touch or two to help her customer show up at their very best: every single day is her goal as fashion curator for Pure Buks Lapels.

Bukola is a nominee for **Young Entrepreneur Of The Year at The Entrepreneur Africa Awards 2021.**



**Chinenye
Nworah**

Chinenye Nworah popularly known as Chichi Nworah is a New York trained filmmaker and CEO, Giant Creative Studios .

Her primary goal is to create authentic homegrown stories for global audience.

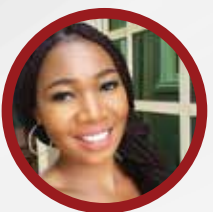
Chichi Nworah co owns Premium Box office Television (PBO TV) that broadcast across Africa in over 20 countries.

Few of her works includes So in love, Jacob's Mansion, award winning series Tough love, Shanty Town movie and currently in development, Omoge Suzzy .

Giant Creative Studios is an award winning film and Television company in Nigeria dedicated to creating authentic African stories. Since 2018, Giant Creative Studios has been developing, funding and producing feature films and television series.

Giant Creative Studios has a fantastic team, integrated by best professionals.

Chinenye is a nominee for The Entrepreneur Africa Award for Movie Business.



**Chika
Nwajoku**

Chika Ruth Nwajoku is a women and youth entrepreneurship advocate and the founder of NCR Design Limited a company created to foster socio-economic growth and reduce youth unemployment in Nigeria through footwear making.

Chika is a graduate of soil science from the Federal University of Technology Minna and an experienced salesperson who has built her career in a variety of industries for nine (9) years. She is passionate about empowering women and girls in the communities who are denied access to education because of poverty, early marriages, and the patriarchal nature of the society, and unemployed youths with vocational training, and skill acquisition programmes in footwear making, empowering them to be financially independent, and contribute to economic development.

Since the incorporation of NCR Design in 2018, Chika has through the business provided the needed skill that have pulled 1000 beneficiaries of the footwear making programs out of poverty and given them a new lease of life. Chika is working towards expanding the business to accommodate varieties of courses to enable the participants opt for the one that suits them best.

She is a nominee of the Top 10 Start ups at The Entrepreneur Africa Awards 2021.



**Chizitere
Ejike**

Chizitere Zita Ejike, CEO of Zee Shea Hub, a company that deals on the sale of 100% Natural Therapeutic Unrefined Grade-A Shea Butter.

Zita who is 12 years old, a Kid Entrepreneur and a Kid Natural Hair Advocate. She help other children grow and maintain a healthy natural hair and skin.

Quarterly after sales, She removes what is needed to restock and whatever is left as profits from the business she uses it to reach to others by way of charity.

She is the winner of 2019 Starkidz "Kid Entrepreneur Award of the Year", 2019 Kidpreneur Ambassador Award, 2020 Under 30 Global Impact Award, 2020 Kidpreneur Africa Children's Day Challenge.

She has attended courses and lectures for kids on financial matters and has certificates of participation from Business class organized by Kidpreneur Africa.

She has made appearances on talent shows, radio shows, TV shows, TV documentaries e.t.c
Zita's best motivational phrase is "If you can't fly, Run! If you can't run, Walk! If you can't walk, Crawl! Just keep moving, don't stay at a place."

She's a nominee for Young Entrepreneur Of The year.



Crib-X

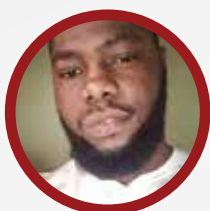
Crib-X Technology is a system aggregator offering an entire range of IT integrated products and services. Incorporated in the year 2018, it has emerged as a fast-growing IT infrastructure Solution provider supporting small and medium businesses while also providing specialist services for the educational sector.

Crib-X Technology operates across three sectors: digital communication, ICT consulting and IT aggregator. Crib-X Technology adds value to the marketplace with a highly committed and skilled workforce by providing technically superior and commercially competitive solutions.

Crib-X Technology's CEO, Armstrong Prosper, is a highly skilled Digital Communication Strategist, ICT expert, and social media marketing expert who has worked with several firms across multiple market niche delivering results, developing strategy and running highly targeted social media campaigns.

He's also the Chief Executive Officer of Crib-X Technology and Crib-X Consulting. He has a B.A in Business Administration, UCLA, Associate Diploma from the University of Liverpool in Digital Marketing.

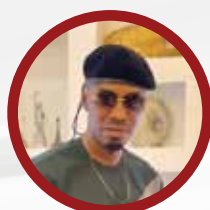
Crib-X is a nominee for Top 10 start up at The Entrepreneur Africa Awards 2021



**Adegun
Leke**

Adegun Daniel Leke is a high-touch real estate broker known for his extensive market knowledge and his unmatched devotion to clients, Adegun's success is based almost exclusively on positive referrals. He earns the respect of his clients by working tirelessly on their behalf and by always offering them candid advice.

Adegun is a nominee for Realtor of The Year.



**Dayo
Ifepariola**

Dayo Ifepariola is a top fashion enthusiast, model, ex Mr. Ideal Nigeria 2013, a fitness lover, banker and CEO of SAJ luxury, one of the fastest rising fashion brands to come out of Nigeria. He promises to continue to inspire and to also unveil a lot as the year unfolds. Dayo is a nominee for The Entrepreneur Africa Award for Fashion Business.

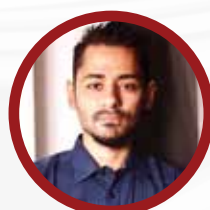


**Dr. Nicolas
Atte**

Dr. Nicolas Atte is a surgery resident in a renowned teaching hospital in Nigeria, a certified project management professional and the host of the Little Bits Of Stuff Podcast. Little Bits Of Stuff With Dr Nick published its first episode on the 16th of July, 2020. The podcast has so far published 50 episodes on medical related contents and a series on child sexual abuse. As a medical education podcast, it is dedicated to providing valuable medical information for all health professionals, students and the general public.

Its very bespoke contents has captivated the hearts of its audience as it keeps educating & informing them on medical topics explained in bits and in a practical manner. It has attracted over 5000 listeners from Africa, UK and Canada with its major listeners from Nigeria. The podcast has had various experts from the medical field featured on the show.

He is a nominee for **The Entrepreneur Africa Award for Innovation in Healthcare.**



**Dr. Ali
Khatau**

Dr. Ali Khatau is a multiple award-winning tech entrepreneur and health writer who holds a Degree in Medicine (M.D) from Hubert Kairuki Memorial University in Dar-es-Salaam, Tanzania. Voted as the 18th Most Influential Young Tanzanian in 2019 by the Africa Youth Awards (AYA) & nominated as 'African Youth of the Year 2020' by AYA. He currently works as a Medical Doctor and Co-founder & Chief Medical Officer (CMO) at LyfPlus Limited, Tanzania's first Telemedicine company which allows patients to consult doctors remotely via text messaging, voice calls and video calls.

Dr. Ali is also Founder/CEO of ElimuTanzania.com, an EdTech platform he founded in 2016 that provides resources and features for Tanzanian secondary school students to help in their examinations including mock tests, past exam papers and study advice. With a deep passion to help others using technology and innovation, Dr. Ali ensures he makes the most of current technological advancements to create products that help and support the masses.

He is a nominee for **The Entrepreneur Africa Award for Innovation in Healthcare.**



**Ebuehi
Clinton**

Ebuehi Clinton Immanuel, CEO POINT ASSIDUOUS GLOBAL RESOURCE LIMITED is an exciting young entrepreneur, an undergrad at The Federal Polytechnic, Auchi.

Clinton is committed towards driving unique and excellent results through hardwork, strategy development and consistency with the services Point Assiduous provides. A BUSINESS PROCESS OUTSOURCING COMPANY SPECIALIZED IN HUMAN RESOURCE ACTIVITIES, ie. Staff recruitment, cooperate training, staff management, payroll etc. BUSINESS AND CAREER MANAGEMENT, PROPERTY MANAGEMENT AND GENERAL MERCHANDISE.

He is a nominee for **The Entrepreneur Africa Award for Professional Service Excellence**



**Eldorado
King**

Eldorado Solomon-King is the co-founder and Executive Director, Brass and Books Financial Service. She is also the CEO Spikes Media. She is an Associate Member Women in Finance Nigeria – WIFNG, A fellow, Chartered Institute of Professional Managers and Administrators of Nigeria. She leads a team of professionals with whom, together they offer services in Personal Financial Planning, Strategic Business Planning, and Investment Management for over a decade.

She is also the Head, Risk Management & Credit Administration at the Brass and Books Multipurpose Cooperative Society a subsidiary of Brass and Books Financial Services and Best Corporate Credit Union in West Africa by MEA Markets UK, African Excellence Awards.

A seasoned Customer Service and Business Development professional with almost over a decade experience in the financial services industry, starting out as a Customer Relationship Officer and rising to the Ag. Head of Human Resources and a member of the Assets & Liabilities Committee of TransAtlantic Mortgages Limited before co-founding Brass and Books Financial Services. She is happily married to Dr Solomon King, and they are blessed with two kids.

She is a nominee for **Financial Services Personality of The Year, in The Entrepreneur Africa Awards 2021.**



**Emereole
Emeka**

Emereole Emeka, CEO of Merovintage Collections is a young and determined individual that started a fashion brand since 2016. Merovintage Collections brand encourages Nigeria made fashion products, it create opportunities for youths and impacts the fashion industry with retro outfits infused with modern styles.

He is a computer science graduate of Southwestern University Nigeria and an MBA student at the University of Lagos. This fashion collection brand has created job opportunities for like minded youths, currently have 7 staff working and also has many retail agents in about 15 states across Nigeria. Merovintage fashion collections gladly represent Nigerian fashion and is striving to represent Nigeria globally.

Emereole is a nominee for **Young Entrepreneur Of The Year at The Entrepreneur Africa Awards 2021.**



**Esther
Oyekunle**

Esther Ibukunoluwa Oyekunle is a serial entrepreneur with over five year experience in event and project Management. She holds a Bachelor's Degree in Communication Arts from the prestigious Bowen University, and is currently studying an Advanced Diploma Course in Business Management at the University of Lagos.

She is the founder and creative director of Beracah Events and Crafts by Beracah- a crafts and training company. Beracah Events is an Event Management Company that offers professional event planning and decoration services. The company was established out of passion to take stress off people and the drive to actualize client's imaginations and dreams with their exceptional services.

Beracah Events is a nominee for **Event Management Brand of The Year. Event Management Brand of The Year.**



**Adefila
Titus**

Adefila Titus is the Managing Director of Heddy Décor and Events Planning Services. Adefila is an accomplished player in his own industry.

He gives back to the society by training younger generations of events planners. Titus graduated from the University of Ibadan Nigeria in 2015 with a Bsc in Agriculture and a Masters Degree in Animal production and management in 2018.

Adefila's brand, Heddy Décor, is a Nominee for **Event Management of The Year, in The Entrepreneur Africa Awards 2021.**



**Eldorado
King**

Agribusiness Weekend Media is a communication and educative media platform that focuses on Developmental Projects in Nigeria and Africa such as Agriculture, Nutrition, Youth and Women Development, and Community Development etc.

This media platform is specially created to touch all aspects of the Agric value chain and there is no limit to what people can achieve from Business, Finance, Technology, Education, Production, Processing and Entertainment part of Agriculture.

Their target audiences are all Agricultural Stakeholders, Farmers, Agropreneurs, Youth and Agricultural Students in Nigeria and Africa. Agribusiness Weekend is a Nominee for The Entrepreneur Africa Award for Media Innovation



**Henry
Terhemba
Tor**

Henry Terhemba Tor a Tiv, from Benue state Nigeria. Henry Terhemba is a fashion designer who is passionate about creativity. Fashion designing to him is not just a job but a way of life, an expression by which he pours out his imaginations via fabrics. At Godel_kaxuals, their aim is to design unique styles, especially with the (various) African Ankara fabrics, because they believe that Africa should define her own dress code for various occasions and not have to copy and paste from other continents.

GodelKaxuals is a nominee for **Top 10 startups of The Year at The Entrepreneur Africa Awards 2021.**



**Gods Own
Nursing**

GODS OWN NURSING AGENCY provides quality in-home health care for the elderly and chronically ill through trained and compassionate caregivers and nurses.

The agency is overseen by Eboda Olayinka, based in Ogun state Nigeria.

God's own Nursing agency is a nominee for **The Entrepreneur Africa Award for Innovation in Healthcare.**



**Igboa
Francisca**

Igboa Francisca is a fashion nomad and designer of afro western design. As the head of operation of Fanny design enterprise, she started her clothing brand at 17years through buying and selling and became trained as a fashion designer at 21years old after graduating as an accountant from Delta state university.

She has travelled through different continents selling and promoting African wears at festivals and travels stops for well over 5years promoting African Fashion globally. Igboa Francisca is a business connector and strategist.

In line of developing businesses have created merger acquisition with local companies and international entity.

Francisca is a nominee for **The Entrepreneur Africa Award for Fashion Business**



**Mary
Komoda**

Mary Queen Komoda is the Vice President of IMMERI International. Driven by initial ideal and affirmative determinations, IMMERI consists of the German word "IMMERI" which means "eternity" and the letter "I" which represents "International".

Established in October 2016, Immeri is a fast growing Direct Selling Company that focuses on high quality food supplement products, with headquarters in Kuala Lumpur, Malaysia, and Qingdao, China. With market presence in Nigeria, Ghana, China, Hong Kong, Taiwan, Malaysia and Egypt , the total turnover of the Group of Companies has surpassed USD 309million in the past financial year and is also fast expanding into Africa, the MiddleEast and other parts of Asia, and has a work force of over 150 employees worldwide, with 25,000 members in Africa and growing.

Immeri Nigeria and Immeri Ghana are members of the Lagos and Ghana Chamber of Commerce and all its products are NAFDAC and FDA Certified.

Mary Queen Komoda is a nominee for **The Entrepreneur Africa Award for Corporate Social Responsibility.**



**John
Okwugo**

John Nwachukwumere Okwugo, is a Nigerian based in Ghana, A film maker, Producer, Director, Artiste manager and content creator, MD/CEO, JNO GROUPS, JNO STUDIOS AND JNOTV, that specialized on entertainment and general merchandise, so far we have built a couple of screen actors the person of Frank Artist, ChristabelEkeh, Roselyn Nggisha, Tooweit Annan, and many more, we believed in naturing talents and bringing them into limelight, and this has been our core believe right from start of JNO STUDIOS till date that's why our motto reads "UNLIMITED ENTERTAINMENT AND DISCOVERY YOU" We discovered build and send out to impact the world with the investment of their personality as that what I regards as a true success.

John is a nominee for The Entrepreneur Africa Award for Movie Business



**Iroghama
Ogbeifun**

Iroghama Ogbeifun is the Managing Director/Chief Executive Officer of Starzs Investments Company Limited where she manages the affairs and operations of a Fleet of Twelve Ships working Deep offshore Nigerian waters supporting the oil exploration and production activities of International Oil Companies.

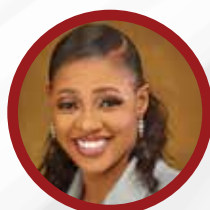
Iroghama holds a Bachelor's degree in Biology and Psychology and an Msc in Public Health. She is an alumni of the Harvard Business School, a member of the Institute of Directors (IoD) and a founding Member of The Women in Energy Network. She is also the Chairman, Finance and Membership Committee for Ship owners Association of Nigeria (SOAN).

Iroghama is a serial entrepreneur who sits on the board of a Private Security Guards Company and a Training Consultant Firm. She is the founder of a Beauty Brand, Hairven which has beauty salons, spa and a haircare product line.

In 2013, she emerged winner of the maiden edition of the Next Titan Entrepreneurial Reality TV Show and has received several awards for her business acumen including two Eagle awards for Young Entrepreneur of the year and the Future Awards Nomination for the Beauty category in 2016.

She is a mother to beautiful twin girls and is committed to the growth of female entrepreneurs, a passion she drives through mentorship and support.

Iroghama is a nominee for **Outstanding Female Entrepreneur of The Year, in The Entrepreneur Africa Awards 2021.**



**Joy
Michael**

Africa's Young Entrepreneurs (A.Y.E) Organisation is headquartered in Johannesburg and located in 20 African Countries. The Vision which is to develop, empower and showcase African entrepreneurs for poverty eradication, job creation and economic development while the Mission is to build platforms where African entrepreneurs can collaborate, network, trade and be trained to become greater, better and able to favourably compete with the developed countries. This year one key program that A.Y.E is championing is the training of 10,000 African Female Entrepreneurs in an Executive Master class that is impactful and Intensive.

Joy Michael is the Executive Director of the Largest Network of entrepreneurs in Africa, the Africa's Young Entrepreneurs Organisation. She spearheads the growth, expansion, strategy implementation and program impact of the organisation in all the African Countries where the Organisation have footprints.

She is recognised and awarded in the continent for her impact in Entrepreneurship development, education, empowerment and engagements. She preaches the A.Y.E slogan which says "IF YOU CAN ACHIEVE THIS MUCH ALONE; HOW MUCH MORE CAN WE ACHIEVE TOGETHER"

A.Y.E Organisation is a nominee for **NGO Of The Year at The Entrepreneur Africa Awards 2021**



**Joy
Ijeneme**

Joy Taiye Ijeneme is a Product Manager, an Author, a PaaS Expert [Power as a Service] and a graduate of Computer Science with an Msc. In Information Technology. She has other professional certifications and 14 years working experience in Strategy, PaaS offerings and the retail industry. Common themes throughout her career have been operations, advisory, starting new initiatives and people coordination affording her the opportunity to proffer solutions and spearhead projects for a wide range of clients in various industries B2B, B2C & B2G.

She runs Zamar Solutions, a brand storytelling and PaaS enterprise that helps construct an encompassing effort that delivers the right branded information and solutions to the right people at the right time. Deliverables include eBooks, eNewsletter, Talk Show, Custom tailored strategies, PaaS Offerings and other related content. She is also a business advisory consultant at Litireso limited an African content distribution platform, Naija Food Exports, Buan Enterprise Limited and Vians 100% Nig Ltd.

Zamarsolutionz is a nominee for **Top 10 start up at The Entrepreneur Africa Awards 2021.**



**Ms. Jummai
Hannah**

Ms. Jummai Hannah Buba is a Creative, fashion designer and lover of art and society. She is the founder and Creative Director of Lollypop African Design, a fashion and styling outfit located in Abuja, Nigeria. A graduate of Psychology from the University of Jos, Jummai has developed a knack for connecting closely with people, especially children. Her love for children reflects heavily in her designs and thus, she has over time become immersed in creating unique and original designs loved effortlessly by kids.

In the past three years, Jummai has raised funds for charity by organizing fashion shows. She has also, devoted enormous resources in reaching out to orphans. Much of her humanitarian efforts are focused on helping children with disabilities. In this connection, she has volunteered for a number of NGOs while helping to identify and raise awareness on societal needs. She has achieved this much success through the instrumentality of creating awareness using fashion shows. A Core humanist, Jummai's love for humanity is her biggest creative motivation.

Lollypop African Design is a nominee for **The Entrepreneur Africa Award for Fashion Business.**



**Kusin
Ekanem**

Kusin Ekanem is a certified Natural Skincare consultant, founder of Missy Naturals Network and Chairperson Board of Directors Afrikaan Natural Foods. In the course of her career that has spanned over 10 years, she has worked as a human resources manager, business development officer, general manager, project manager and these span through Finance corporation, NGOs, consulting and Marketing. Missy Naturals company provides Natural Branded costumer packaged goods to consumers in Africa. The brand operate in Five Segments: Beauty, Grooming, Healthcare, Family care and Natural Foods. The Beauty segments offers Natural Conditioners, Natural Shampoos, styling aid and treatments, Deodorants, personal cleansing and Natural skincare products. The Healthcare segments offers Natural Toothpaste, muscles Liniment etc. The Natural Foods segment offers Natural Spices, Naturals Teas, fufu flour, Cassava flour etc.

With Presence in over Eight (8) states in Nigeria and two (2) Countries in Africa, we have experienced significant growth. Missy Naturals was founded in 2017 and is headquartered in Lagos, Nigeria. This year alone to cushion the effect of Covid 19, Missy Naturals has partnered with various Financial institutions bro empower 5000 women and Corp Members with interest free credit Facilities to start a business and become Financial independent.

Missy Naturals Network is a nominee for **The Entrepreneur Africa Award for Corporate Social responsibility.**



**Latii
Brayllot**

Latii Brayllot is a vision-driven entrepreneur with a primary focus on resolving some of the pressing pains of today's business world using his creative & critical thinking ability. As a software engineer with a zeal for tech-powered projects & track record of system architecture, he & his team LatiCodes deployed hundreds of cutting-edge solutions for the betterment of the global tech market prior to launching his goal-oriented brands.

He is the founder & CEO of Slourish - A business micro-investing community-based platform, pShoutor - A revered digital marketing hub as well as Quilege - Which is eliminating the talent sourcing, discovery & utilization challenges in Nigeria, and he still finds time to take on advisory & mentorship roles to entrepreneurs and sharing his insights with others via article publications.

Being a natural leader and innovator, Latii doesn't hesitate to use his skills for the benefit of others as his companies are helping millions of end-consumers across Africa in fundraising, job creation, business development, micro-investment, talent discovery & hiring as well as digital marketing automation. And the number of individuals that their means of livelihood are optimized by his brands is catapulting exponentially as his impact grows.

Latii is as nominee for **Young Entrepreneur Of The Year category of The Entrepreneur Africa Awards 2021.**



**Hospitality
Business
School**

Hospitality Business School (HBS) is a programme of HoReCaBB Mentors training centre. HoReCaBB Mentors was established in 2013, rendering hospitality consultancy services; administering professional certification of Global Foodservice Initiative (developed with the State University of New York); and training culinary and hospitality workforce onsite and classroom. In 2017 the Hospitality Business School (HBS), Lagos was officially launched. HBS is West Africa's first State-of-the-art complete hotel school! It is located closed to the Lagos seat of power. Lagos is Nigeria's and Africa's most populous city and Nigeria's commercial nerve centre.

The HBS programme is designed to teach EVERYTHING hospitality – from professional chef courses to hotel owners' courses, in REAL-LIFE settings! The HBS Alumni members are doing very well in their various areas. Some have opened their Hotels, Restaurants, Bakeries, Consulting firms and others are spearheading positive changes as employees! Our programmes are approved by Lagos-Nigeria Ministry of Education. HBS programmes are regularly updated to reflect latest trends and delivered by appropriate subject matter expert and these include local and international Chefs, Restaurateurs, Consultants, Hoteliers, hospitality investors, thought-leaders.

Hospitality Business school is a nominee for **The Entrepreneur Africa Award for Entrepreneurial Education.**



**Mercy
Unique
Group**

The distinguished CEO of the Mercy Unique Group who hails from Abia state who was born in the year 1999 to Late Mr. Herbert and Mrs. Mercy Imo.

A current undergraduate of Abia State University, Miss Amaka Imo started the Mercy Unique group shortly after the demise of her father which occurred in the year 2016. Thus, amidst facts to be distinguished and recognized she vowed to be a force to be reckoned with in the entrepreneurial world.

The group which is set out for excellence, effectiveness and productivity sprang on board in 2019 with its focus on Fashion Design, Catering services, Cleaning services, Beddings and Curtains amongst others, etc. With its intended commitment to grow the group has placed strategic input of engulfing reviews where it hopes to serve its customers and the public better. Nonetheless, the group with a sense of the 21st century trends has its presence also announced on various social media platforms. However, in its bid to ensuring trust it has placed as its watchword to the satisfaction of its customers an assurance of excellence through speed, service and security as contained in its motto.

Mercy unique group is a nominee for **Top 10 startups of The Year.**



**Yaya
Onagbesan**

Yaya Onagbesan is multi tasking personality. He works with a private logistics firm in Lagos and serve as the Manager of Rak Energy Limited that was established to operate fully in Gas Sector of the Oil and Gas industry and also a volunteer at Rak Development Foundation. Because of his passion for Media and Publicity, he established an online Media platform (Metrotv Ode Remo) of which Metro Media is a subsidiary.

MetroTv Ode Remo in 2018, Ogun State. An online Television established with the motive of taking our immediate community to a global world. Metro Media serves as a platform which covers cultural values, educational activities, sports, Youth initiative and couple of activities which enhance social economic growth and development. One of my major objectives for setting up Metrotv is to create job opportunities and keep larger people updated on current happenings.

Metro Tv is a nominee for **The Entrepreneur Africa Award for Media Innovation.**



**Miss Ewedeyi
Juliana**

Miss Ewedeyi Juliana Oluwabukola is a serial Entrepreneur and the CEO of Julimight Empire. Julimight Empire comprises of Julimightgiftspot, julimightkitchen, julimightventures, julimightfoundation.

A Graduate of Ekiti State University, Ado-Ekiti where she bagged a B.Sc in Physics. With certifications in Project Management, Health Safety Environment (HSE) and Customer Relationship Management with Skills Edge Consulting limited, Abuja, Nigeria. To strengthen her line of business, Juliana proceeded to the College of Supply Chain Management where she obtained a Diploma in Customer Service and Marketing. Today, Juliana is an Associate of Chartered Institute of Customer Relationship Management (ACICRM). In the year, 2018 she earned a meritorious award; an award for her Entrepreneurship exploits. Juliana enjoys serving humanity, a journey which has taken her to the Rotary circle where she is the current President of the Rotaract Club of Surulere South.

Juliana is a nominee for **The Young Entrepreneur Of The Year at The Entrepreneur Africa Awards 2021.**



**Moses
Agosu**

Moses Agosu, Founder and Creative Head for Moses AgosuKlothing (MAK), is from Lagos, Nigeria. Moses is an undergrad on Business Administration in the University of Lagos, Nigeria.

His goal as young creative is to help create a world where people, particularly the blacks can do and be more. And he sure have started that journey with MAK, a fashion brand that's established to help extraordinary black folks look chic and deeply rooted in her culture, using gears tailored to unify cultures. She is set out to be the first African fashion brand to dominate the international market. He also an athlete, certified Life Coach, content creator, artist and a singer.

MAK is a nominee for **Top 10 Start up at The Entrepreneur Africa Awards 2021.**



**Mrs Uche
Amatokwu**

Mrs Uche Amatokwu has years of experience in the banking sector, spanning 12 years in retail banking, commercial banking and mortgage banking, starting with All states Trust Bank (1999), thereafter she moved to Prudent Bank Plc, Skye Bank Plc 2010 then Ag Mortgage Bank Plc before resigning to pursue her passion in real estate. To this effect, she founded Gibraltar Properties and Marketing Co Ltd, a company that has now grown into one of the major players in the Nigerian real estate marketing sector.

MrsAmatokwu is a graduate of Edo State University 1996. She's also an Alumnus of the Lagos Business School and a fellow of The Institute of Management Consultants of Nigeria and London and an active member of The Association of Estate Agents of Nigeria.

Mrs.Uche Amatokwu is a nominee for **Realtor of The Year in The Entrepreneur Africa Awards 2021.**



**Mr. Samuel
Kwami**

Mr. Samuel Nana Kwami (*computer*) , Who Is The Ceo Of Computer 1 Films Is A Filmmaker, Groom And Manage Ladies For Beauty Pageants Also Groom And Manage Talents.

Have Been In The Show Biz Industry For Close To 13 Years And Have In Front Of The Camera And Also Behind The Camera. With many accomplished movie projects and awards to his brand.

Nana is a nominee for **The Entrepreneur Africa Award for Creative Arts.**



**Ogechukwu
Okafor**

I'm Ogechukwu Okafor, a young creative fashion designer, Entrepreneur and founder of Veeya Concepts Services.I acquired my love for Fashion as a young girl whose mother and grandfather were fashion designers. I am committed to promoting the African Ankara prints. Veeya Concepts is a product and service providing firm consisting of fashion designing and event management with the vision of giving humanity a touch of perfection and nobility.

We are aimed at making a positive generational impact through excellence and integrity.

Veeya Concepts Service is a nominee for **The Entrepreneur Africa Award for Fashion Business**



Focus on buying
1 property first, then
focus on 2 then 10 and
so on. Don't get caught
up in the long term when
the short term needs
focus *first*



#realestate

For All Property Investments And Advisory,
Contact Brilliant Concepts Realtors:

08033264960

contactus@brilliantconceptsng.com

[@brilliantconcepts_realtors](https://www.instagram.com/brilliantconcepts_realtors)



Obanijesu Francis

Obanijesu Francis is a graduate of Fine and Applied Arts Department of the Ladoke Akintola University of Technology, a Creative entrepreneur and SDGs Advocate with an exceptional passion and interest in Social Impact, Rural Intervention, good health & well being and clean water & sanitation, Obanijesu Francis is the founder of 'The Lightning Artz', an Ogbomoso based brand that makes high-quality functional and aesthetic pottery wares; Decorative pots, flower planters, garden pots, home & office beautification vessels and all kinds of food safe Ceramics. With AquaMax being our flagship product, a ceramic water filter built to serve over 83 million Nigerians in the Rural communities.

The lightning Artz has reached over 2500 people across 27 communities using primitive Arts in conjunction with Modern science to solve Africa's most pressing challenge. The Lightning Artz is the 2020 National Creative business cup winner, Nigeria, 2021 Biodunandibikunle Award winner and 2021 Global Creative business cup winner, Denmark.

The Lightning Artz is a nominee for **The Entrepreneur Africa Award for Creative Arts.**

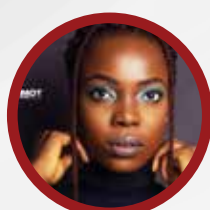


Oladayo Ogunleye

Oluwaduyilemi Oladayo Ogunleye holds a BSc. (Hons) degree in Education Economics, from the prestigious Obafemi Awolowo University, and a Masters in Business Administration from the National Open University of Nigeria (NOUN), Abuja Study Centre. Oluwaduyilemi is an entrepreneur and Co-Founder of: KingsCrew Media Limited (A fast growing cinematography firm in Nigeria) ImportDeals.NG Limited, a fast growing company focused on import/export of goods across Africa established in December, 2019. ImportDeals.NG established InvestMyCar.NG (A fleet management company in Lagos, Nigeria) as a product that helps people manage their vehicles with ROI and empowers people by creating job opportunities for drivers.

In April 2021, ImportDeals.NG acquired TokunboCars.NG, an existing automobile company that imports vehicles from the US with robust technology. Mr. Ogunleye Oluwaduyilemi Oladayo is also on the board of the companies mentioned above. He is a public speaker, teacher and preacher of the Word and spends time on research, reading, teaching, traveling, interacting and motivating the young and adult. He believes so much in human capacity development and channels his resources in helping the young and old build capacity.

ImportDeals.NG is a nominee for **Top 10 Startups For The Year.**



Oluwaseyi Bababusola

Oluwaseyi Bababusola, the CEO of Isedola Sustainable Crafts Enterprises. Skilled up by SEDIN-GIZ/GOPA/Hope Builders Foundation Start up module.

Isedola Sustainable Crafts Enterprises is a registered social enterprise that aims at promoting sustainable living through the production of green fashion and eco friendly home decorations.

The brand adapts sustainable packaging to solve the problem of waste management. We package in bags made from newspapers, brown papers and fabric bags that are reusable.

Isedola specializes in household wastes up cycling into home decorations, revamping of old wears, fabric and yarn crafting, crocheting and training. One of her lead products is Dola ear savers, an eco friendly ear savers for wearing face masks to ease the straps tension on the ears. The company is based in Badagry, Lagos State, Nigeria.

Isedola is a nominee for **Top 10 Start ups For The Year.**



I-CITY

I-CITY was founded in February 2021, barely 5 months old in a tiny office with an Android phone and a Chromebook laptop. A subsidiary of RICHMORE GROUP, registered under SMEDAN. We are an agency that majors in running successful social media campaigns, content creation, digital marketing, creating of viral content and artist management.

Working with both local and international customers, our satisfaction is when you're satisfied. I - CITY was founded by Richmore Agugua, a young man of 25, a graduate of Penny International College, Coker, Lagos. Presently on scholarship to study computer science with University of the People, California. After working for several firms and never got the satisfaction he's looking for, he took advantage of the social media market space to create something interesting, which is I - CITY.

I-City is a nominee for **E-commerce Solution Company of The Year.**



**Onuekwusi
Emmanuel**

Onuekwusi Olisaemeka Emmanuel is a farmer and founder of Olik Farms (OLIKS FARMS AGRO-ALLIEDS AND CONSULTS LTD) - a model livestock farm that is providing smart solutions for African food and Agriculture.

And also he's an agricultural specialist who is passionate about agricultural research and innovation for sustainable development and food security in Africa, an agricultural mechanization and communication expert with a degree in Agricultural Education amongst many other certifications.

Olik Farms is a model agri-food company that is impact driven which leverages on technology and innovation to deliver real value through its diversified portfolio in Animal protein specifically -poultry. Olik Farms is committed to enhancing Food Security, Wealth Creation and Job Employment in Africa through the production of hygienic & quality farm produce.

Olik Farms is headquartered in Umuahia Abia State, Nigeria and was founded in 2018, which first started as a business name to have scaled to becoming a model in the African Livestock & Poultry sector.

Emmanuel is a nominee for **The Entrepreneur Africa Award for Agriculture.**



**Prince
Godswill**

Prince Godswill Osim Edward was born into the family Of His Majesty the Paramount ruler of Abi LGA and Clan head of Usumutong, Cross-River state on December 30, 1986 as the seventh prince of the kingdom. He is married to Barr. (Mrs.) Faith Edward and their marriage is blessed with two children. Prince Edward is a graduate of History and International Studies from the University of Calabar, Cross-River state.

Prince Edward has over fifteen (15) years of proven experiences of technical and practical skills in project coordination, planning, and community based-development activities as well as implementation of community level sensitization and awareness creation on issues of Youth Development, Environmental, Gender equality & Sustainable Development. These Experiences have enabled him develop content, build capacity & Character for leadership. He has worked and garnered several experiences both in Government and the private sector.

He is an entrepreneur with an avowed interest and commitment to philanthropy, youth skill acquisition, scholarship, and youth capacity building programs for youth of Cross-River State and Nigeria at large. He's also an inspirational and motivational Speaker.

Prince Godswill Edward is a nominee for **The Entrepreneur Africa Award for Philanthropy.**



**Seye
Olurotimi**

MSME Africa is Africa's leading news, opportunities ,capacity building, and resources platform for Micro, Small and Medium Enterprises, Startups and entrepreneurs. MSME Africa have a vision to be a major voice for MSMEs in Africa , fostering the culture of entrepreneurship, building the capacities of entrepreneurs and influencing policies on issues that affect Entrepreneurs, Startups, MSMEs.

Being a niche publication targeted at MSMEs, Entrepreneurs and Startups across various Industries, the brand provide timely daily news, details about opportunities, educative articles, spotlights on Entrepreneurs and MSME Brands , as well as other tools and resources, we attract daily traffic from Budding Entrepreneurs, Business Leaders, Founders, CEOs, Directors, Industry Icons, as well as other players and stakeholders within the MSME Space. Their reach is also expanded through her Social Media handles and E-mail newsletters to their subscribers.

SEYE OLUROTIMI arpa, FIBM, ANIPR, MCS, ACSN

Seye is the **Lead Consultant, CedarTribe Ltd** – an Integrated Marketing Communications, Consultancy and Training outfit based in Lagos – and the President of **MSME Africa**- a multi-faceted resource platform for Micro, Small and Medium sized businesses in Africa. He is equally a **Faculty Member**- African Franchise Institute (AFI) and Innovation Driven Entrepreneur Academy (IDEA).

MSME Africa is a nominee for **The Entrepreneur Africa Award for Media Innovation**



**Samson
Opaleye**

Samson Opaleye is a native of Osun state from Oshogbo precisely, born in Lagos state on the 15th of April 1989 (Age 32). He founded BanOpal clothing in 2014 and the brand has been producing clothing items for both retail sales and corporate branding since inception. Samson who is the creative director has produced more than 100 casual designs and has produced tens of thousands of branded shirts for employees and brand ambassadors of multinational brands as well as experiential campaign outfits across Africa, e.g World Milk Day branded shirts for Dano milk.

Samson Opaleye's clothing line is also responsible for designing all LG branded clothing worn by their employees including all the customer service staffs working at all LG showrooms across West Africa since 2019. Some other multinational brands BanOpal design clothing items for are Mentos Nigeria, IITA, ChupaChups Nigeria, Arla Nigeria amongst others. He also recently designed the branded outfit for the launch of one of the world's leading butter brand 'Lurpak' in Nigeria. Samson Opaleye is well known for partaking in several impactful community social responsibilities and he was celebrated by FUTURE AWARDS AFRICA as a Beating Corona Hero with 99 other heroes across Africa who executed impactful activities during the hit of COVID-19 in 2020.

BanOpal Clothing is a nominee for **The Entrepreneur Africa Award for Corporate Social Responsibility**



**Santiago
Roberts**

Born **Seth Santiago Oluwaremilekun Tetteh-Roberts** in Lagos Nigeria, he grew up in Accra with his paternal aunt.

He left Accra for Lagos after primary school and enrolled into the oldest secondary school in Nigeria, C.M.S. Grammar School, Bariga.

Santiago went to the School Of Journalism, Ogba, for a degree certificate in Journalism.

He worked as an intern at Nigeria Television Authority (NTA) 10 Between 2001-2002.

He was then offered a contract staff position following his successful internship with the station; In 2012, Santiago founded Qhue Concepts and same year acquired the franchise to organize Miss Tourism Nigeria and Mr Universe Nigeria respectively.

As CEO and Executive Producer of Miss Tourism Nigeria, he introduced "SAVING HOPE" and "The Water Project", which raises money in support of child education and provision of safe, clean and hygienic water for very impoverished communities.

Santiago Roberts is also the founder and executive producer of Miss Tourism Africa International, Mister Universe International, Men's Fashion Week Nigeria, Man Magazine Nigeria and The Man Awards Africa.

Santiago is a nominee for **Young Entrepreneur of The Year in The Entrepreneur Africa Awards 2021.**



**Sheriff
Alaraba**

Sheriff Alaraba is a vibrant, energetic and goal-oriented young man who has carved a niche for himself as a Real Estate Consultant providing real estate services such as research, analysis, advisory, marketing and organization of real estate investment for investors. Growing up in Lagos, he saw first hand how difficult the real estate involvement of citizens seem to be which made him determined to be a solution provider.

He has worked with PWAN Group Limited, Access-Links Property Company Limited, Landwey investment Limited, Landmark Corporate Realty among many other renowned real estate companies as an Independent Real Estate Consultant. He is also a member of The Real Estate Millionaire Realtors group (REMs), The Investment Society (TIS) as well as the Billionaire Realtors Group (BRG).

In his journey as a real estate consultant, Sheriff has helped individuals become proud property owners in profitable locations which have helped them achieve their real estate investment goals through the excellent service he renders.

Sheriff has a huge passion for self-development and investment.

He is also a pioneer fellow of Kuwaza Africa Global Leaders program.

Sheriff is a nominee of **Realtor Of The Year at The Entrepreneur Africa Award 2021.**



**Hammed
Sijuade**

Olamplus Bizlink Limited entered the snacks and food distribution business in 2011 and became registered with the Corporate Affairs Commission as a limited liability company in 2015. Our experience has been in the distribution of Fast Moving Consumable Goods within Lagos and we operate from two location in Lagos State. Our company is a major distributor of Gala, Cupcake, Coconut Chips, Superbite, Beefie Sausage Rolls, BeefieMeatpie, Chi Drinks, Meaty and Hotty all from companies like UAC Foods, Chi Limited, Leventis Foods, Food Concept, Pioneer and Graceco Nigeria Limited. As an intermediary between these companies and wholesalers in Lagos, we sell at company price such that there is no need for wholesalers to go to the company. Currently, we cover every location in Lagos and distribution is done through the use of vans.

Due to our customer-centric approach to business, we added to our distribution business the supply baking ingredients and a local section where we sell well-packaged Palm Oil, Honey and Shea Butter. Our competitive advantage derives from the fact that we deal with almost all the companies that produce in Nigeria which makes our locations a one-stop shop.

Hammed Sijuade, Founder of Olamplus is a nominee for **Outstanding Female Entrepreneur Of The Year**.

Skill Factory Africa is an EdTech platform that provides a safe space on the web for young African professionals to increase their employability and/or scale their business through education technology while remaining competitive globally amidst growing technological change.

SFA is committed to Revolutionizing skills development in Sub-Saharan Africa By providing a platform to young Africans to develop the right skills and knowledge to succeed in the global job market. Championing a new model to address the skills-gap problem.

Skill Factory Africa is not only one of the first to build a completely digital virtual learning environment in Africa with a subscription based model and app for community learning, we also have the most affordable plans to get anyone started aside our free programs. The Netflix of skills!

Via our full tech system(app and website) we host affordable and relevant digital courses for people to become more employable, scale their businesses via knowledge, do more impact in their social innovations and ultimately become better individuals that would build the community.

Skill Factory Africa is facilitating technology enablement in education and grew by 150% in its pilot year and have trained over 8500 youths in 15 African countries.

Skill Factory Africa is a nominee for **Top 10 Startups of The Year**.

Sola Dawodu FIAM,ACMA,MBA is a distinguished entrepreneur per excellence, an international trainer and business coach. He is an Assistant Chief Enterprise Officer of the Small and Medium Enterprises Development Of Nigeria.

A Certified Entrepreneurship trainer of the International Centre, for Entrepreneurship and Career Development, Ahmadabad India. A Financial Management MBA Holder from the prestigious Ladoke Akintola University, Ogbomosho and also a Banking and Finance Graduate.

Certified Creative Enterprise Trainer by British Council,he is the Author of the books (19 Greatest Mistakes to Avoid as An Entrepreneur) & Changing the Game,AfterCovid 19.

Sola, is a convener of SME Tink Tank,a Platform which has about 300 entrepreneurs in different areas of businesses,growing rapidly and registered as an association with the Corporate Affairs Commission. He is also a fellow of the Institute of Agribusiness Management in Nigeria and Co-Partner for Laniffe Agro Allied Services (Turkey Farm),member governing board of All Farmers Association of Nigeria,Lagos Chapter. He Recently joined the US-NIGERIA TRADE COUNCIL as associate member and a business coach for the PAN AFRICAN WOMEN EMPOWERMENT NETWORK(PAWEN).

Akinsola is a nominee of **Business Coach of the Year in The Entrepreneur Africa Awards 2021**.



**Sola
Dawodu**



**Temi Alade
Mustapha**

Temi Alade-Mustapha is a banker and finance coach with over 15 years' experience in different capacities and across various departments in the banking industry. She is a fellow of the Institute of Chartered Economists Of Nigeria which recently awarded her a professional fellowship doctorate in recognition of her contributions. She's a student member of the Institute of Bankers of Nigeria and is currently pursuing her Masters of Art in Organizational Leadership.

Her relentless quest for continuous improvement led her to further sharpen her proficiency in Accelerated, Cooperative and Experiential Learning Methodology through a professional certification program at Click Institute where she was awarded a Certificate of Digital Facilitation in April 2021 after being trained by a world class faculty from Europe, Africa, Latin America, Asia, Middle East and the United States. Temi is the Lead Consultant, Money Mathematician and Investors Network (MMIN), President of Academy of Transformational Entrepreneurs and Leaders (ATEL) and also on the board of some leadership organizations.

Temi is passionate about the growth and development of the girl child; and to this course, she founded the TemiAlade Mustapha (TAM) Foundation in her bid to educate and empower the girl child.

Temi is an astute business woman involved in fashion, she is the CEO of EL-Temi Fabrics and Styles.

Temi is a nominee for **Financial Services Personality of The Year**



**Temitayo
Ade-Peters**

Temitayo Ade-Peters (TEA) CEO, WeForGood International is an award winning bilingual Sustainable Development expert with over 15 years' experience in the operations, communications and sustainability fields. She is currently the CEO of WeForGood International, an expression of Kharis Cares Foundation, a n0nprofit she founded to raise a new crop of African leaders to champion the continent's sustainable development.

She's the Founder of ThriveTribe, a community that provides mentorship, coaching, training and advisory to help mission driven folks experience exponential transformation that empowers them to thrive in career, she has a certificate in Sustainability Strategy from the Lagos Business School, a degree in Foreign Languages and an MBA from the Paris Graduate School of Management. Temitayo is a dynamic mentor and coach whose deepest passion is to turn mission-driven folks into social innovators. She believes in partnerships and she actively promotes collaborative participation, and volunteering for addressing issues of collective concern. Her personal mantra is: "You can start the change you want to see."

About WeForGood International WeForGood International is a sustainable impact design firm that focuses on communications, training and programmes that target the fulfilment of the SDGs, with a mission to help change makers create environmental, social and economic impact.

WeForGood is a nominee for **The Entrepreneur Africa Award for Corporate Social Responsibility.**



**Tempketers
Ltd.**

Tempketers Ltd a Human Resource and Business services Company also known as "Your HR Business Partner"

The company help organizations achieve more by providing, promoting an innovating and productive workforce. Become Africa's leading HR consulting firm for small and medium Enterprise that constantly delivers a valuable talent to organizations.

The CSR programmes has been geared towards human capacity building. Her focus is to build, innovate career professionals and improve the quality of workforce in Africa. Doing this through free conferences, workshops, webinars, ebooks, online courses and job fairs etc.

Tempketers are currently working on a CSR project called project 1000 Jobs designed to develop 1000 young career professionals within Abuja and also help the find the right jobs with reputable organisations.



**Tomiwa
Dada**

Tomiwa Dada, young, vibrant, hardworking and a goal-getter. The CEO, TheAyaba Collections. The Ayaba Collections was founded in the year 2018 and was registered with the Corporate Affairs Commission in the year 2020 (BN3223661) also the Co-Founder of an NGO 'Hope Alive Foundation'

THE AYABA COLLECTIONS is an online fashion store that deals with importing and sales of: Clothing, Shoes, Sneakers, Baby/Adult wears , Ankara Prints, Handbags, Clutches, etc.

The brand strive to be a caring and well-managed organization for our business partners, customers and employees, and a responsible corporate citizen to our society.

To innovate, lead, enhance, to provide best-value products and services to global customers.

To make a difference through our branding to stay ahead of fashion trends, market changes and the latest technology.

"We intend to provide our customers with the best online shopping experience from beginning to end, with a smart, searchable website, easy-to-follow instructions, clear and secure payment methods, and fast, quality delivery." And despite most companies marketing fashion solely to women, we are looking to the future as gender stereotypes break down. We are all about inclusivity.

Our future goal is our passion for individuality and expression. This type of sensitivity and awareness will position The Ayaba Collections for long-term success.

The Ayaba Collections is a nominee for **The Entrepreneur Africa Award for Fashion Business.**



**Enterprise
Ecosystem**

The Enterprise Ecosystem Support is a not-for-profit enterprise development one stop Hub for Entrepreneurs. They provide value driven solutions for SMEs & MSMEs across Africa by facilitating business development and growth support, collaborations and partnerships, mentorships, business incubation, trainings, funding opportunities and credit access.

In just two years of inception and with the help of partners of the company, the Enterprise Ecosystem Support has empowered a community of over 2,000 SMEs and MSMEs through trainings, business Mentorship, Business support tool kits as well as facilitation of seed funding grants, equity investment as well as credit facilities for small business owner across Africa.

The Enterprise Ecosystem Support is a nominee for **N.G.O Of The Year at The Entrepreneur Africa Award 2021.**



**The
Greenè**

The Greenè is a Reputable food catering brand.

Our Services includes;Event Catering, Private Chef services, Culinary training, Daily Food deliveries, FoodTray/ Box.

The Greene also have a charity section that provides Relief packs to the less privileged. Over the year they have distributed Relief packs to over 70 families across Lagos state with the hope to expand our capacity. The Aim is to make an impact in the food industry as much we can by providing quality services to our clients.

The brand caters to the society at large, and her sole aim is to be able to provide quality and affordable meal to her clients and even aspiring clients.

The Greene aim is to take the stress off you and you can rely on the brand for your day to day meals to feed you and your families and also to help clients add live and color to their events with delectable and sumptuous meals catered for in a clean environment. The company look to expand across other states in the near future for the sake of the lovers of food.

The Greene is a nominee for **The Entrepreneur Africa Award for Agriculture and Food Business.**



**Victor
Okpala**

Victor Okpala is a Nigerian entrepreneur, culture curator and solutions architect currently serving as founder and CEO of NABSolute Media, a modern communications agency that caters primarily to the music and creative industry. NABSolute Media leverages tech tools, storytelling and an extensive network of doers and tastemakers to extend the reach of creatives and help brands develop a share of voice in youth culture. In 2020, the Okpala-led agency was listed by US publication [Billboard](#) as one of the gatekeepers in Africa's entertainment ecosystem for their work in communications, and in 2021 [Business Day](#) spotlighted Victor Okpala and his agency's innovative approach to music marketing especially amid the COVID-19 pandemic.

In 2020, Victor Okpala and his team oversaw the induction of Nigerian music onto Red Bull's global music library and till date, the agency has curated over 60 Nigerian songs for the energy drink company. Other brands that have consulted NABSolute are D'usse, Gidi Fest and Livespot.

Beyond business, NABSolute Media is igniting future change makers through a non-profit initiative called [The Pass It On Program](#). Through this initiative, the agency is curating free foundational classes across multiple disciplines including digital marketing, data analysis, programming and creative design for teenagers and young adults in rural and suburban communities.

Victor is a nominee for Young Entrepreneur of **The Year in The Entrepreneur Africa Awards 2021**.



**Sumayyah
Adenike**

Sumayyah Adenike's passion for fashion led her into founding Sumadenike Clothing. In her words, "I'm working hard to be at the peak of the fashion industry". But she's not stopping at just personal achievements, Sumayyah's passion also extends to training individuals to be self-employed through acquisition of skills in fashion business and digital marketing.

Sumadenike Clothing brand is a nominee for **The Entrepreneur Africa Awards for Fashion Business**.



**Blessing
Eze**

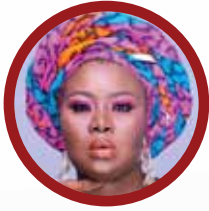
Blessing Okojie Eze, is the Executive Director of Women of Inestimable Values Foundation, a Registered NGO that fights against Gender inequality, injustice, abuse of human rights, rape and domestic violence.

She is a human rights activist, girl child advocate and conflict resolution manager. She bagged Bachelor Degree in sociology from University of Ibadan, after which she proceeded to National Open University for Masters Degree in Peace Studies and Conflict Resolution. She is a Fellow at the Organization of Economists and Business Analysts of Nigeria, as well as Fellow, Institute of Managerial Economists of Nigeria. She is an author, a speaker and a social entrepreneur.

She is passionate about providing support for victims of domestic and sexual abuse especially those who seem to be voiceless, her advocacy and defence for the rights of women /girls and the abused in the society has yielded positive results.

Beyond providing free legal services for victims of abuse, she provides empowerment for the victims through skills development initiative, and shelter for street children and victims of domestic violence, she has made her impact known by volunteering for organizations. She is a member of Young Africa Leaders Initiative, Fredrick Foundation and Better Live for Africa Child Foundation in Belgium.

Women Of Inestimable Values is a nominee for **N.G.O Of The Year**.



**Emmanuella
Olisaeke**

Emmanuella Olisaeke is among the top fashion designers in servicing the South-South Nigerian market. Emmanuella, who's based in Calabar Nigeria is the Founder of Chinelle World, a fashion house that specializes in bespoke outfits that makes the wearers stand out. Emmanuela's brand also provides services in fashion consulting as well as a fashion academy.

She's a nominee for **The Entrepreneur Africa Award for Fashion Business.**



**Oluwaseun
Akadiri**

Oluwaseun Akadiri, known professionally as Dr Phoze, is a change maker, cinematographer, startup investor and creative professional. Dr Phoze is an award-winning creative strategist with expertise in brand innovation, digital designs & video production. He helps individuals & businesses grow their brands, gain brand visibility and increase revenue growth through content production.

Dr Phoze is the founder of TrepAfrica; a media experience and lifestyle brand for entrepreneurs in Africa. He's the producer of TrepTalk TV series; where he has filmed, documented and promoted hundreds of thriving African entrepreneurs sharing their startup stories, discoveries, entrepreneurial journey and experience in inspiring generations to imagine more. He's also the publisher of TrepAfrica Entrepreneurship Magazine.

Dr Phoze leads a team of young, passionate and innovative creators constantly evolving and creating new experiences that are simple and impossible to ignore.

Mr. Akadiri (Dr. Phoze) is a nominee for **The Entrepreneur Africa Awards for Media Innovation, 2021.**



**Sumayyah
Adenike**

Sumayyah Adenike's passion for fashion led her into founding Sumadenike Clothing. In her words, "I'm working hard to be at the peak of the fashion industry". But she's not stopping at just personal achievements, Sumayyah's passion also extends to training individuals to be self-employed through acquisition of skills in fashion business and digital marketing.

Sumadenike Clothing brand is a nominee for **The Entrepreneur Africa Awards for Fashion Business.**



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Meet Sharon, 21-Year Old Nigerian Who Bagged First Class in Economics & International Finance At a London Varsity

By Matthias Ita-Bassey

Africa is rising. Propelled the most by her younger generations. Younger generations such as Sharon Omowunmi Afebuameh, a 21-year old Nigerian young woman who just made motherland proud as she emerged one of the best graduating students from Queen Mary University of London this summer, with a First Class Bachelor's Degree in Economics and International Finance.

Sharon caught our attention recently, and our team had a chat with her. You'd discover from her background story below that Sharon has always been a high-flyer. Excerpt.

Tell us more about you.

I was born and partially raised in Lagos, Nigeria, before moving to the U.K. to further my education at the age of 10. At 11 years old, one of my poems was published in the Young Writers' anthology. Through the years after, I have continued to gain a significant number of titles/achievements. One of them was being nominated as the first ever black Head Girl at my secondary school since its founding year of 1928.

Emerging with a First Class Degree in International Economics at such a prestigious school makes you deserving of all the accolades. What was your early educational journey like?

For my GCSEs, I took Mathematics, English Language, English Literature, Chemistry, Physics, Biology, Spanish, Drama and Geography. I was also a Prefect and the Captain for my secondary school's Netball team. For my A-levels, I attended the d'Overbroeck's College in Oxford as a boarding student in my first year and stayed with a host family in my second/last year. My chosen subjects included Economics, Mathematics, Chemistry and Physics.

I also took on an Extended Project Qualification (EPQ), in which I composed a 9,000-word essay to answer my chosen title of "Why Nigeria is Rich in Oil, yet Poor in Wealth?" For this project, I analysed large sets of secondary data and primary data, including surveys and interviews, to increase the reliability of my final results. As a result, I developed my critical-thinking skills. I executed this project out of curiosity of the energy industry, and found out more about its impacts, particularly on developing countries like Nigeria.

Tell us about your recent First Class Degree academic achievement.

Yes (smiles), this summer (2021), I graduated from Queen Mary University of London with a First Class Bachelor's Degree in Economics and International Finance. This is one of my proudest achievements and come September 2021, I will be starting my year-long Master's Degree programme on Emerging Economies and International Development, at Kings College London.



Away from academics, what other activities do you devote your time to?

(Giggles) I love my academics, but I also love a whole lot of other things too. They all make me who I am.

I have enjoyed competing in a whole large range of sports; from Ice Skating to Taekwondo, Badminton, Swimming, Netball, Hockey, Cricket, Sailing Athletics etc. My love for Sailing has continued to grow and I have achieved the Level 1 and 2 qualifications in it.

I also have a passion for the fashion and modelling industry, which is why I started my styling page on Instagram, @wunmiswardrobe. During my pre-teens I did modelling jobs: which is something that I have recently picked up again and I have plans to have my very own clothing line after completing the Master's degree I mentioned earlier.

And have you been involved in any social work yet, or plan to?

I was brought up to always give back, particularly to those in need. This is no surprise as to why I enjoy participating in various forms of development through charity and volunteering work. At the age of 16, I travelled alone to South Africa during their drought period and lived with a host family in the shanty towns/townships for 2 weeks, to participate in a Care & Community Project with the company, Projects Abroad, as a project volunteer. We supervised underprivileged children in local schools and cooked in groups for the local community. We designed and painted under-financed primary schools, in order to make them look more attractive for the children to look forward to coming to school every day. I identified hygiene issues within the schools, then gathered and encouraged a group of students to help develop posters to propose innovative solutions. Also, while doing my first year of A-levels, I worked at a Blue Cross charity shop in Oxford as a Volunteer Sales Assistant during the weekends.

What other interesting facts about you like to share with us?

I always enjoy trying new things and push myself beyond limits to achieve. Completing the Duke of Edinburgh Bronze, Silver and Gold awards, have definitely been examples of this. As well as receiving my First Aid At Work qualification. With God, my family, and friends, by my side, I know that sky can never be my limit.





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FINISH THE YEAR

STRONG!

3 SIMPLE WAYS TO BOOST SALES

FOR THE LAST QUARTER

By Mawutor Adzato

What can you do to get some sales increase now, as you're heading into the home stretch of your sales year? The end of the third quarter of 2021 is just by the corner, and soon we'll be starting Q4. Here are a few sales strategies to help you finish the year strong and meet your sales goals. *(With resources from allbusiness.com)*

Sell differently to speed up the sales process

Face-to-face sales calls take time. Instead of scheduling in-person meetings, why not schedule sales calls by phone to at least start building your sales foundation? Yes, you will find it harder to sell over the phone because you can't see your prospects and they can't see you. But what you're looking for is speed. You have a greater chance of speaking with someone on the telephone than scheduling an in-person appointment with a busy prospect.

Consider a telephone sales call just like you would a face-to-face call. Plan how you will open the call, the questions you will ask, and how you will guide your prospect through the points you want to make or get the information that you need to sell.

Also be sure your presentation is interactive and can be viewed on your prospect's computer. To reduce the probability of the prospect checking email instead of listening to you, intersperse the presentation with questions that are displayed on their computer screen so that the prospect has to pay attention to you.

Use your existing accounts to sell faster

What takes time in selling? First, it's finding new prospects who need and want what you have to sell. Next, it's taking the time for prospects to trust you enough so that they will buy from you instead of staying with their current supplier or buying from a competitor.

Existing customers, on the other hand, already know and trust you, and are more open to listening to your pitch and buying from you. So why not call all your existing customers now to see what else you can be selling them? Most salespeople forget that current

customers buy other products, too.

Your existing customers are your best prospects for when you need to quickly put more sales on the books. A good salesperson always finds out what products customers may be buying from other sources to see if they can supply them with the same product, an alternative, or an improvement.

Lost customers can be new customers again

Yes, it does happen. You lose business. And hopefully it happens through no fault of your own. Even if it was your fault, times do change and people learn from their mistakes. Consider talking with your former customer about buying again if the following conditions have occurred:

First, you should have apologized if you caused the problem that resulted in the lost business. If you were responsible, you should have tried to make amends and can't be seriously reconsidered unless you had apologized for what you did. Assuming you did apologize, you can then describe what you will do to ensure the situation doesn't occur again.

Second, enough time must have passed in order for you to be considered again. How much time is enough time? I estimate it has to be at least 3 months. Consider the time it would have taken for a contract (where applicable), if there was one, to have been completed with a new supplier. Then try to find out if things are working out between the supplier and your former customer. Your position to earn back the business will be stronger if the new supplier isn't working out.

Third, you must be able to demonstrate what has changed so the situation that caused you to lose the business is no longer a possibility. Has a process changed? Are you now able to identify problems before they cause unfortunate results? Make your former customer aware that things are now different and he or she can be comfortable buying from you again.

You may have heard this quote, "The best time to plant a tree is 25 years ago. The next best time is now." The year is quickly passing and you must act now to get the sales results you want at year-end.



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INITIAL DEPOSIT - N5M

2 BEDROOM - N28M

INITIAL DEPOSIT - N8M

NOVA
GARDENS
ILARA, EPE

NOVA *Gardens*

Location: Ilara Epe, Lagos.

Title: Freehold C OF O in progress

FULL PLOT : N1.5M

INITIAL DEPOSIT - N500K

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