

Gad UWIZEYE

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Nationality: Belgian - EU
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Personal Profile

A diplomatic and flexible leader with strong interpersonal skills and the ability to break down cross-cultural communication barriers. Adept at strategically identifying, analysing, and implementing customized solutions to support global business strategies and needs. More than a decade of cross-cultural experience – resided in Rwanda, Ivory Coast, Belgium, United Kingdom, and USA.

Languages: Native French/Fluent English

Key Experience & Qualifications

- **Strategic planning:** Comprehensive knowledge of business management, organizational development and project execution.
- **Unique insight into economic, trends and financial analysis:** Experience understanding statistical, analytical and accounting work.
- **Passionate communicator:** Ability to manage within international markets and facilitator of partnership development strategies.
- **Talent management:** Experience in managing team and cooperation with high level management of all size institutions.

Academic Qualifications

- Master in Financial Engineering, *ICHEC Brussels Management School* 2008-2010
- Bachelor in Finance, *ICHEC Brussels Management School* 2005-2008
- Secondary Education Certificate (CESS) - Major in Sciences, *Centre Scolaire du Sacré-Coeur de Jette* 1999-2005

Career History

Cles Fonctionnel, *International Commodity Group*

Trader

www.cles-fonctionnel.com

Sept 2017 – Present

London/Brussels

Cles Fonctionnel is a Canadian-based international commodity group focused primarily on mining supply, metals supply, agriculture products and chemical supply. In charge of developing new business strategies in Europe, Africa and Asia.

- Physical commodity sales trading in Mineral/Metals.
- Develop market knowledge, operational and technical know-how as well as customer's relationship.
- Build and maintain a portfolio of existing and new customers, prioritize leads and convert them into customers.
- Work with service providers – forwarders, shipping agents, warehouses, surveyors.
- Review and perform due diligence, financial assessment and documents – LC/SBLC
- Organize operations for weighting, sampling, and assaying of cargos.
- Handle data entry in the system, work with exposure and reports.
- Evaluate trading process and make suggestions/solutions to improve the process.

ACE.Fund, *Investment Fund* – Acquired by VEDRA PARTNERS

Sales & Business Development, *Non-Executive Director*

www.vedrapartners.com

Nov 2015 – Jan 2017

London, UK

The ACE Fund is an alternative investment platform that was founded in 2015 on the principles that investing in alternatives should be transparent, accessible, and offer sufficient real returns or diversification to justify investment. Systematic trading encompasses the entire investment process.

- Implemented strategy and sales plan and successfully reached goal of over \$1,000,000 in fundraising within the first year.
- Managed team initiatives, lead account planning meetings and set revenue expectations for monthly growth.
- Oversee and responded to procurement driven RFP's with financial analysis & presentations.
- Organized biannual seminars designed to train and educate clients and prospects while highlighting firm's capabilities.

OneSpot, Tech Startup – Acquired by SOCIALRADAR (now part of Verizon Wireless)

Co-founder, CEO

www.verizonwireless.com

Jan 2013 – Nov 2015

London, UK

OneSpot is a mobile app that leverages LinkedIn & other social medias and connects you with professionals in real-time based on your geo-location and preferences. With our AI technology, we use machine learning to help you grow your business network by showing and connecting you with the relevant people.

- Founded the company which specializes in business connections between people by using machine learning and AI to automate the user's experience and make networking more efficient.
- Developed and implemented brand audit to determine corporate brand and reposition strategy, brand definition, vision and message, and build brand equity.
- Devised marketing strategy incorporating the use of social media marketing, real time marketing, and online marketing to create awareness, promote company values and services, generate and increase user acquisition to 100k within 2 years.
- Coordinated business development by identifying business opportunities in UK: goal is to add 25k new clients each quarter, determine key customer touch points, customer segmentation, and new business process.
- Established and nurtured partnership with the Mayor of London, hired and developed talent, oversaw delivery of projects, and created processes for the tech team.
- Grew company from idea to a million-dollar business within 2 years; raised \$500k from private investors.

Bain & Company, Strategy Consultancy

Consultant

www.bain.com

Oct 2010 – Sept 2012

London, UK

Performed competitive analysis as well as analysis of key economic and operational drivers efficiently within the Private Equity Group.

- Executed commercial due diligence in reassessing client's current investments.
- Researched consumer business model expertise and tech industry in general.
- Determined revenue potential and growth opportunities by analyzing similar services provided by client's competitors.
- Analyzed market to assess potential growth of client's new ventures.

Deloitte, Audit & Accounting

Intern

www.deloitte.com

Sept 2009 – May 2010

Brussels, BE

Conducted periodical financial audits and monitor financial activities of clients, mainly private limited entities.

- Monitored financial activities of clients with emphasize on ratios and margins.
- Assisted audit seniors in consolidation works.
- Performed data mining and analysis.

Computer Skills

MS Word, Excel, PowerPoint, Outlook

Adobe

Management software

Hobbies & Interests

I attend several leadership and business conferences throughout the year to network with fellow like-minded professionals. Outside of business hours, I stay active by running and playing tennis. International travel is one of my favourite pastimes.