Making a Career in Nigeria: Experiences and Advice

November 2017
Educational Background

Milestones

• High school in Germany and one year as an exchange student in the USA

• Bachelor and Master in Business Administration at the University of Cologne, Germany
  • Focus on International Management, Strategy and Economic History

• Ph.D. in Development Banking at the University of Bayreuth, Germany, with Ghana and Uganda as research countries

• Lecturer at the Yale University Summer School on ‘Development Economics’

Impressions
Professional Experience Overview

**Professional Milestones**

- Military service in Germany and Africa
- Two years in family business in Germany (wealth management)
- One start-up company in Senegal (meanwhile closed)
- Beginning of consulting career in Africa eight years ago with Roland Berger Strategy Consultants
- Five years ago change to Bain & Company
- Since March 2015 at TGI Group
TGI Group operates in Africa, the Middle East and Asia

- Operations in 12 countries across Sub-Saharan Africa, Middle East, and Asia
- Over 9,000 staff in total
The majority of the current business is in Nigeria

Selected group companies in Nigeria

- Juices, dairy and snacks
- Agriculture value chains
- Poultry farming, meat processing and aquaculture
- Industrial chemicals and home care
- Pharmaceuticals
- Oil field services
- Trawling and sea food processing
- High End Real Estate Development

TGI Group in Nigeria

- Head office in Lagos (Ajao Estate)
- Founded in 1980
- Over 8,000 staff in Nigeria
- Over 50,000 farmers part of out-grower development programs in Nigeria
- Strategy to focus on local production for local consumers
In Nigeria, TGI Group is behind household brands such as Capri Sonne, Chi, Hollandia, SuperBite, or Renew

**Selected consumer brands**

<table>
<thead>
<tr>
<th>Capri Sonne</th>
<th>Chivita</th>
<th>Chi Exotic</th>
<th>Chi Classic Cake</th>
<th>Hollandia Milk</th>
<th>ChiMox</th>
<th>Respi-done</th>
<th>Renew starch</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1" alt="Capri Sonne" /></td>
<td><img src="image2" alt="Chivita" /></td>
<td><img src="image3" alt="Chi Exotic" /></td>
<td><img src="image4" alt="Chi Classic Cake" /></td>
<td><img src="image5" alt="Hollandia Milk" /></td>
<td><img src="image6" alt="ChiMox" /></td>
<td><img src="image7" alt="Respi-done" /></td>
<td><img src="image8" alt="Renew starch" /></td>
</tr>
<tr>
<td>Beefie</td>
<td>Super Bite</td>
<td>Chivita Ice Tea</td>
<td>Terra</td>
<td>Hollandia Yoghurt</td>
<td>Supra Malt</td>
<td>Micona-zola</td>
<td>Bactokill</td>
</tr>
<tr>
<td><img src="image9" alt="Beefie" /></td>
<td><img src="image10" alt="Super Bite" /></td>
<td><img src="image11" alt="Chivita Ice Tea" /></td>
<td><img src="image12" alt="Terra" /></td>
<td><img src="image13" alt="Hollandia Yoghurt" /></td>
<td><img src="image14" alt="Supra Malt" /></td>
<td><img src="image15" alt="Micona-zola" /></td>
<td><img src="image16" alt="Bactokill" /></td>
</tr>
<tr>
<td>Chivita Active</td>
<td>Vinkobond</td>
<td>Hollandia Malt and Milk</td>
<td>Hollandia Evap</td>
<td>Hollandia Custard</td>
<td>ASPAIN</td>
<td>COMAL</td>
<td>Detergent</td>
</tr>
<tr>
<td><img src="image17" alt="Chivita Active" /></td>
<td><img src="image18" alt="Vinkobond" /></td>
<td><img src="image19" alt="Hollandia Malt and Milk" /></td>
<td><img src="image20" alt="Hollandia Evap" /></td>
<td><img src="image21" alt="Hollandia Custard" /></td>
<td><img src="image22" alt="ASPAIN" /></td>
<td><img src="image23" alt="COMAL" /></td>
<td><img src="image24" alt="Detergent" /></td>
</tr>
</tbody>
</table>

**Selected business to business products**

<table>
<thead>
<tr>
<th>ORC</th>
<th>Bactokill</th>
<th>Romson</th>
<th>Master Marine</th>
<th>Suraksha</th>
<th>Dash</th>
<th>Kleansol</th>
<th>Germikill</th>
<th>Bactokill</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image25" alt="ORC" /></td>
<td><img src="image26" alt="Bactokill" /></td>
<td><img src="image27" alt="Romson" /></td>
<td><img src="image28" alt="Master Marine" /></td>
<td><img src="image29" alt="Suraksha" /></td>
<td><img src="image30" alt="Dash" /></td>
<td><img src="image31" alt="Kleansol" /></td>
<td><img src="image32" alt="Germikill" /></td>
<td><img src="image33" alt="Bactokill" /></td>
</tr>
<tr>
<td>Profex</td>
<td>Dragon</td>
<td>Vinash</td>
<td>Ultrazin</td>
<td>Justoxin</td>
<td>Ultranil</td>
<td>Ultramine</td>
<td>Ultrachlor</td>
<td>Vinkostick</td>
</tr>
</tbody>
</table>
How to make a career?

- Be solid on fundamentals
- Be good in something relevant
- Be realistic
- Be exposed
- Be professional
- Be adaptive
- Be passionate
Be solid on fundamentals!

Know your math, English and subject of study!
Be good at something relevant!

Always check the applicability of your skills and knowledge!
Align your expectations with reality!
Be exposed!

Be interested in... everything!
Be professional!

This is more than wearing a tie...
Dear Boss,

I'm sry that I was late. It was bc of traffic, it won't happen again. BTW I brought you coffee. =)

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**Morgan Mason**
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Fax: 815-555-1001

"Don't dream it... be it." -- Dr. Frank N. Furter
"Many people will walk in and out of your life but only TRUE FRIENDS leave footprints in your heart." -- Eleanor Roosevelt (1884-1962)
"Everybody wants to rule the world, but nobody wants to change the toner cartridge." -- Morgan Mason

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**Email:**

HELLO THANKS FOR READING MY EMIAL. I WAS WUNDERING IF U HAVE ANY JOB OPENINGS RIGHT NOW. I CLIPPED MY RESUME TO THIS EMAIL, HOPE YOU GET IT OK.

THANK U!

TAKE CARE,

SAM;)
Be professional!

Professional

Not Professional
Be adaptive!

It’s the survival of the fittest, not the survival of the strongest!
Be passionate!

Be proactive and interested (action counts, not words)!
How to make a career?

• Be solid on fundamentals
• Be good in something relevant
• Be realistic
• Be exposed
• Be professional
• Be adaptive
• Be passionate
Concrete Opportunities!

• 2018 TGI Group Management Trainee program is open for applications until 24\textsuperscript{th} of November 2017!
  – Send your CV to: career@clicktgi.net

• In 2018 Cormart will kick-off another B2B Technical Sales Program – you can already drop your CV at:
  – Send your CV to: career.cormart@clicktgi.net