

ZICO F.C.O. BABA-ODE

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Québec

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KEY SKILLS

- Ability to work under pressure and with industry hourly requirements
- Expertise in the management of yoghurt, fruit juice and mineral water factories
- Exceptional communication and networking skills
- Ability to set up export zones from scratch
- Ability to work in many countries
- Ability to negotiate with state institutions
- Expertise in financial forecasts and monitoring
- Languages: French, English
- Mastery of software: Excel, Word, Access, PowerPoint

PROFESSIONAL EXPERIENCE

- 2019 to now: **Africa Sales Representative**
Africa network limited/Japan (International Trade and Development)
- Researching and identifying growth opportunities and new clients in different countries (Mali, Niger, Guinea, Ghana, etc.)
 - Setting up new poles of activity in different African countries
 - Achieving growth and achieving sales goals by successfully managing the sales team.
 - Managing storage warehouses
 - Hiring, training and supervising employees
- 2020 to 2022: **Marketing and Sales Director**
AFRIC-Drone/Benin-Japon (Artificial intelligence technology)
- Negotiated partnerships and conclude contracts with departments and ministries of the Benin state
 - Managing public and institutional relations
 - Leading, planing and coordinating marketing efforts.
 - Hiring and training members of the sales team
- 2018 to now: **Operations Manager**
EVIVI-GROUP/Benin (Dairy and beverage industry)
- Creating, communicating and implementing the vision, mission and general direction of the company
 - Evaluating performance and productivity.
 - Hiring, training and managing employees
- 2016 to now: **Chief operating Officer**
AFRICA NETWORK WEST AFRICA/Benin(International trade)
- Create, communicate and implement the vision, mission and general direction of the company
 - Evaluate performance and productivity.
 - Hire, train and manage employees
 - Achieve growth and meet sales targets by successfully managing the sales team.
 - Manage storage warehouses
- 2013 to 2016: **Product Quality Manager**
Dairy and Beverage Industry of Benin "COMTESSE"
- Organized, monitored and validated CIP procedures
 - Organized production teams

- Organized production days
- Supervised a team of 80 employees and controlled compliance with production standards
- Examined the quality of raw materials used in production.
- Evaluated the quality of finished products according to company standards (microbiological and physico-chemical analyzes)
- Monitored and evaluated the level of efficiency of production lines
- Improved production efficiency and managed production rebuses.

2011 to 2012:

Process manager

SOTRACOM/Benin (Dairy, beverage and mineral water industry)

- Organized, monitored and validated CIP procedures
- Organized production teams
- Organized production days
- Supervised a team of 80 employees and controlled compliance with production standards
- Examined the quality of raw materials used in production.
- Evaluated the quality of finished products according to company standards (microbiological and physico-chemical analyzes)
- Monitored and evaluated the level of efficiency of production lines
- Improved production efficiency and managed production rebuses.

EDUCATION

2010:

Bachelor's Degree in Food Science at Abomey-Calavi Polytechnic School/
University of Abomey-Calavi

VOLUNTEER ACTIVITIES:

2016 to Now:

National coordinator

NGO AYINA /Japan-Benin

- Organizing and supervising a team of 20 collaborators to realize the vision of the NGO "Africa by Africans"
- Organizing homestay programs and company internships for Japanese nationals