

Emeka Udechuku

Course name/ years of study

BSc Physical Education and Sports Sciences 1997 - 2000

Msc Management 2000 – 2002

Loughborough Hall details:

Falkner & Eggington Court

Membership of clubs/societies at Loughborough

Loughborough Students Athletics Club

Career History

Senior Business Manager (VP)

Barclays Business, Essex Coast

Feb 2013 till Present

This role is focused on the transitioning of ex-Barclays Corporate customers into the Barclays Business SBU. My key responsibilities and successes are as follows:-

- Grow and manage portfolio debt product whilst delivering excellent service led sales.
- Deliver excellent on-boarding experiences for new to bank relationships.
- Build relationships with key local business groups and professional partners to further enhance sales and reinforce my commitment to the citizenship agenda.
- Developing leads and referrals to other divisions of Barclays Business & the wider group.
- Barclays Business Experience (BBE) member.

Business Manager (AVP) & Transitional Business Manager (AVP)

Barclays Business, London South & Southern

2010 - 2013

- This role was initially focused on relationship managing a portfolio mix of SMEs from various industries based in and around the North Surrey area with annual incomes of between £0.5M and £2M. The focus was primarily on debt book growth and customer advocacy.

Relationship Manager (AVP)

Multinational Corporate Team (MCT), Barclays Corporate

2006 - 2010

Whilst working in the North American division of the MCT, my key responsibilities included

C-Level relationship building as well as working with heads of treasury and their finance teams, generating annuity revenue from current and new to bank businesses across numerous sectors, including non-bank financial institutions, non-governmental bodies, retail, media and technology.

- I was responsible for delivering commercial banking products and services to a portfolio of large and medium sized subsidiaries of US parented global companies based in Europe through referrals from BarCap NY.
- Duties included managing cross group sales, credit, servicing, cash management, compliance and AML oversight. I was also the principal relationship and escalation point for my clients and their subsidiaries across the EMEA region.
- Key clients included global leaders in computing hardware manufacturing, fast food retail franchising companies, media conglomerates and sports footwear manufacturers, as well as numerous high commissions, embassies and government departments.

National Sales and Service Support Manager (Analyst)

UK Sales & Service Team, Barclays Larger Business
2004 - 2006

In this role, I explored business development opportunities in line with the Barclays Larger Business (LB) Medium Term Plan (MTP). LB Executive engagement was required to maximise cross working opportunities and project effectiveness. Key responsibilities included:-

- Barclays Supplier Project. This included the development of initiatives exploring and driving reciprocity in contractual arrangements with key procurement partners.
- Group Partner Drive. Facilitated the development of new income streams with group partners & key stakeholders to enhance sales and explore group wide opportunities.

School Teacher

Portland Place School (Independent School)
2002 - 2003

- 'A' level and 'AS' level - Business studies and sports sciences and head of year group.

Marketing and Sales Analyst

Numerica Plc (now Vantis PLC)
2002 - 2003

- Supervisory role training a team of marketing analysts. Management of new client databank.

University Lecturer/Tutor - Part Time

Loughborough University

2000 - 2002

- Delivery of sport science practical sessions - Track and field.

Personal Statement

I have applied for a role on the alumni advisory board because I believe that it offers me scope to introduce and drive ideas with energy on methods for delivering greater contact with the alumni network and creating a framework for more local contact thus encouraging better, more detailed dialogue to keep Loughborough relevant to the changing life cycles of the alumnus.

I have long sought to leverage against the continued successes and profile of the university and in so doing create wider alumnus brand cache and engender increased participation by delivering increased access and control through technology.

I also believe that the alumni network should be a force for good with a clear voice , working with and helping to shape the delivery of policies, courses, research et al. that actively deliver against the core objectives of Loughborough students, their parents, stakeholders and the wider educational community.

As an experienced business relationship manager, I have a track record of building relationships with senior leaders in various organisations, large and small in various industry sectors and geographies.

My strengths include risk management, creative problem solving, commercially focused relationship management, effective communication planning and excellent customer service. I am happy to deploy my efforts in whichever capacity the board may have

As demonstrated within my employment history, I rigorously review and test the strategic and financial objectives of organisations for mutual benefit and in so doing look for opportunities to expand, correct or take different action thus I can deliver real value to those organisations.

I have enjoyed my time and on-going association with Loughborough as a graduate & keen sportsman and I believe it stood me in good stead for the successes enjoyed after leaving Loughborough.