



SOMORIN, Ifeoluwa Abolade

LEGAL.: MARITIME.: TRANSPORT.: LOGISTICS.

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Technical Skills

Maritime Law
Business Strategy
Business Development
Interim Management
Change management
Bid analysis
Outsourcing
Decision-making
Financial analysis
Project appraisal
Project management
Problem resolution
Crisis management
Setting priorities
Data collection

Soft Skills

Writing
Leadership
Management
Problem-solving
Multitasking
Time management
Research
Adaptability
Passionate
Visionary

PROFESSIONAL PROFILE:

A pioneering, self-motivated, and highly enthusiastic legal and maritime consultant with proven abilities to recognize and capitalize on business opportunities. Strong leadership skills capable of refining processes, improving productivity, and resolving critical business problems timeously. Innovative and committed business expert who has proven history of aiding and significantly improving the efficiency and success of a sizeable amount of businesses. Pursuing a Master Degree in International Trade and Maritime Law (LLM), less than a decade management experience, exceptional planning, research skills, brilliant customer service orientation, top networking, presentation, communication, and abilities. An individual who prioritizes working alongside team members and clients in order to achieve the desired results in a quick and efficient manner. Previously achieved swift progression in major projects from the planning stage to implementing and completion. Currently looking for a suitable projects with a company that is innovative and ambitious.

Professional Skills:

- * Demonstrating sufficient knowledge in the legal and transport industries, and specifically in Strategy execution and policy formulation.
- * Business development skills and extensive experience in logistics and shipping industry
- * Intimately familiar with operations, delegating work, and managing a leadership team to keep businesses successful

- * Active listening and strong communication and cooperation skills
- * Evaluation abilities and project appraisal experience
- * Decision making, critical thinking, and an attention to details
- * Sufficient understanding of project management and the System Development Life Cycle.
- * Experience in obtaining necessities using cases and a workflow analysis.
- * Possessing brilliant facilitation skills with good experience in dealing with businesses and end-users.
- * Identify areas of potential improvement, submitting a report of inefficiencies and strategies for betterment.
- * Business analysis & planning as well as Process analysis & design.

Career Summary:

Legal and Maritime Consultant,
(October 2022 to Present)

- * Consulted with board members, executives, and project managers for a company's expansion enterprise that led to \$8M in revenue increase, increasing profit margins by 39%.
- * Coaching and mentoring other team members, including Management members, and managing a team of 5-7 personnels to develop project logistics and supply chain.
- * Managed implementation projects forward as an individual and as part of a consulting team.

Acting Chief Executive Officer,
Delonix Group
(January 2022 to September 2022)

- * Worked in the executive position, providing "value-adding" insights by means of analysis, interpretation, and execution.
- * Managed mid-scale project for various maritime companies, supervising a team of 20 operations, engineering, insurance, port security, seafarers and safety staff members.
- * Work with the executives of over 5 corporations in the last two years in order to improve success.
- * Evaluated and appraised project strategies, overseeing execution to keep it on track.

- * Managed challenging engagements across various industries including, Maritime, Insurance, Oil & Gas, Technology, Transport & Logistics, and Law, delivering over \$3m in value per quarter at peak performance.

Chief Operating Officer (COO),
Delonix Group
(March 2020 to December 2021)

- * Improve the budget and profits of collaborated businesses by an average of 10 percent.
- * Improve in-depth understanding and knowledge of the ISPS Code for Maritime professionals and applications in the client's business.
- * Created the schedule, guaranteeing the adequate labor requirements were met at all times.
- * Championed efforts that improved operational efficiencies across various departments saving through process improvements and automotive innovations.
- * Developed dynamic logistics plans to reinvigorate operations during the post pandemic economic situation.
- * Ensure that technology solutions line up with business requirements and obey quality standards. This includes participation in developing test strategies and reviews as well as developing requirement management plans.
- * Developed an internal training program that improved productivity (post covid) by 9% in Q3, Q4 of 2020, and 15% in 2021

Legal Head,
Delonix Group
(February 2019 to February 2020)

- * Demonstrated advanced writing/ documentation skills - sharp and concise with attention to detail.
- * Performed various legal duties, managed and received all legal documents and participated in business negotiations when needed.
- * Stayed up-to-date with current laws and regulations, worked closely with colleagues from various departments and conducted legal research.
- * Drafted contracts, provided professional legal advice to managers and executives, and identified and solved potential legal problematic issues.
- * Developed a tactical plan to implement new processes in maritime claims, resulting in increased insurance protection while slashing costs by 36%.

- * Ensured that technology solutions line up with business requirements and obey legal regulatory standards. That includes participation in developing test strategies and reviews as well as developing required management practices.

Legal Advisor,
Delonix Group
(December 2017- December 2018)

- * drafted contracts and legal decisions of various stakeholders meetings.
- * worked with stakeholders and clients to meet 70% of deadlines.
- * drafted reports under the supervision of the legal head.

Legal Assistant (Unpaid Internship),
Karis Attorneys


Hobbies and Interests

I enjoy playing chess and listening to jazz on my vinyl recorder. I make an effort to volunteer my time with a charity organisation. I run daily in order to stay fit and a staunch fan of polo. In my spare time, I make sure to read business magazines in order to stay informed of market trends.

EDUCATION AND CERTIFICATION

LLB (Hons) in Law. Baze University, 2016 - 2019

- * Surpassed expectations in budgeting and fund raising.
- * Co-founded the Nigerian Youth Leadership Conference for exceptional youths in leadership.
- * Star Chambers Leader. Increased membership by 21%.

LLM; Master's Degree in International Trade and Maritime Law, 2023 (in view) 
New York Bar Exam, July 2023 (in view)
California Bar Exam, February 2024 (in view)

Certifications

- *Global maritime logistics and supply chain management (August 2019)
- *Legal and operational aspects of maritime security (January 2020)
- *Maritime business and strategy (January-March 2020)
- *Tactics in the pursuance of maritime claims at international level (October 2020)

- * Advanced post graduate diploma in maritime business management (April - October 2021)
- * International Maritime Organisation liability and compensation convention
- * ISPS Code for maritime professionals (September May 2021)
- * Decarbonisation of international shipping (June 2020)
- * Capacity building for sustainable development in the maritime sector (December 2021)
- * EU maritime transport law (February 2022)
- * Maritime logistics (February 2022)
- * Contemporary environmental issues in the maritime industry (April 2022)
- * Foundation Certificate in maritime shipping (April 2022)
- * Crisis management and human behaviour (June 2022)
- * Controlling operation of ship and care for persons onboard (August 2022)

References

Dr & Amb. (Mrs) Gabriel Inya-Agha

President and Chairman

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