

OSHUNNIYIOlugbengaAbiola

Professional Summary

International development and strategic management professional with over ten years of experience in healthcare systems strengthening, mobile technology integration, and business development. With extensive and varied global industry knowledge and skills in advocacy, stakeholder's management, monitoring, evaluation, research capacity, resource mobilization, product, and service development, partnership building, developing market readiness and scaling capacity to create sustainability, growth, and profitability for an organization.

Employment History

May 2020 – Till Date Head, Region Growth Helium Health

- Responsible for leading the development of the business strategy in the public growth sector; driving revenue and sales achievements of the public sector team and overseeing obtained regional projects.
- Providing technical support and advisory for the public sector, international development, and private sector partners for health system strengthening, health technology investment, and digital health services across Africa.

March 2021- April 2021 Independent Consultant, Private Sector Business Investment Case Development

ARFH-ICHSSA Project – Funded by USAID with ARFH, FHI360 and Project HOPE.

August 2020– Independent Consultant, Enugu State Digital Health Inventory Management Solution Pilot for Family Planning Commodities, Africa Resource Centre/Bill and Melinda Gates Foundation.

- Establishing and directing the overall policies and goals for international and regional business development in line with the corporate strategic plan.
- Providing technical advisory on the development and deployment of Health Inventory Management Solution.
- Supporting Enugu State Pilot team.
- Developing the Key Performance Indicators, Monitoring and Evaluation Framework, and Critical Success factors for pilot.

December 2017 – May 2020 Director, Business Development International and South-West Nigeria, InStrat Global Health Solution

- Establishing and directing the overall policies and goals for international and regional business development in line with the corporate strategic plan.
- Developing and maintaining relationships with local and international clients, government, and private sector stakeholders to build a funding portfolio for new or existing products.
- Coordinating engagements with multiple national and regional government agencies, and regulatory partners on health, ICT, budget and planning for sustainability in West, East, and Central Africa.
- Identifying potential business partners, opportunities, conduct due diligence, and negotiate agreements.
- Conducting business intelligence and analysis of products and services to ensure competitiveness and business growth.

- Leading the implementation of international and regional deployments of products and services.

-Technical Advisor to the Ondo State Inter-ministerial Committee and Emergency Operation Center for COVID-19 and Lassa Fever.

-Developed and deployed in Ogun State, Nigeria's first mobile case identification, case management, contact tracing and health worker training application leveraging an open source framework – CommCare.

-Led implementation (design, development and deployment) of mobile reporting application for the \$30 million Tuberculosis Local Organizations Network (TB-LON) for Regions 1 and 2 (14 states) implemented by KNCV Tuberculosis Foundation Nigeria funded by USAID.

-Led implementation of \$250,000 World Bank funding of Early Warning Outbreak Response System in Ondo State.

-Ensured sustained grant funding on the United Kingdom Space Agency £150 million International Partnership Project (IPP) with Inmarsat UK.

-Led scaling of from 8 to 11 states in Nigeria increasing income potential by 300% while building alliances with UNICEF, UNFPA, WHO, IQVIA and National Population Commission.

-Conceptualized, negotiated, and implemented a \$300,000 management system for Ondo State Contributory Health Insurance Scheme. Presently, also in final stage for Ogun State Health Insurance Agency.

-Initiated and managing the restructuring of the organization to a Software as a Service (SaaS) business model to shore up profitability by 200%.

-Attained National State Council of Health recognition status for the integration of mobile health data capture in primary health delivery system in eleven states in Nigeria.

January 2016 – December 2017 Director of Operations, InStrat Global Health Solution

- Conceptualized, designed and managed the implementation of mobile health solutions such as CliniPAK 360 project, disease monitoring, and notification system, remote patient monitoring and management and human resource management for health.
- Trained strategic stakeholders, including; government, development partners, civil society and the private sector on the use of enabling technologies for decision making for improving the quality of healthcare.
- Used program activity reports engaging stakeholders for program and policy review.

-Managed one of the largest deployments of mobile and electronic health solutions in Nigeria leveraging open architecture framework.

-Increased the national footprint for the company's mobile health solutions in Nigeria from 150 to 1000 PHCs in 8 states with one state transitioning from grant funding of 14 to 576 state-funded PHCs.

-Increased reach of our mobile solutions to over 5000 from 200 health workers and 250,000 from 60,000 pregnant women and children with mobile solutions.

-Led the team that pitched and won the Nigeria Service Delivery Innovation Challenge (NSDIC) as part of World Bank GFF funding case made for re-building healthcare in North-East Nigeria.

-Led the implementation of the business case to win grant funding on the United Kingdom Space Agency £150 million International Partnership Project (IPP) with Inmarsat UK.

-Attained Ondo State Council of Health recognition status for the integration of mobile health data capture in primary health delivery system in 18 local government areas in Ondo State.

June 2014- December 2015 South-West Regional Coordinator InStrat Global Health Solution

- Managed implementation of CliniPAK 360 project and other health systems strengthening projects in SouthWest of Nigeria.

- Managed data collection, collation, analysis, audits, and evaluation of projects while engaging stakeholders for policymaking with reports.
- Trained health workers and administrators on the use of CliniPAK Node/tablets and other technologies SMS based patient monitoring/information system, disease surveillance and notification system, electronic, human resource management system and portable multimedia training for health workers.

-Led technical support that managed Irele Methanol Poisoning Outbreak in Ondo State.

-Negotiated deployment of electronic, human resource solution for a regional primary health care administrative agency.

-Co-founder/International Monitoring and Evaluation Coordinator Global Youth Coalition against Cancer (GYCC) and created awareness programs (such as #stopyouthcancer) to reach over 1 million people globally using traditional and new media strategies.

March 2011 – June 2014 Program, Monitoring and Evaluation Specialist Knowledge and Care Providers.

- Designed various intervention programs on HIV/AIDS, and seeking grants funding.
- Developed of log frame, the theory of change and monitoring frameworks for organization projects.
- Led the collection, analysis, and audits of data for health, governance, and livelihood programs.
- Developed the capacity of other NGOs, CSOs, and CBOs to help achieve sustainability.

-Led project team that reach over 50,000 individuals in 3 years on HIV/AIDS prevention, Water, Sanitation, and Hygiene (WASH), Malaria prevention, governance, gender, and youth empowerment programs.

-Developed and served as pioneer editor for the electronic newsletter with over 1000 subscribers reached.

-Created a resource mobilization strategy that acquired an additional \$20,000 crowdsourced funding.

Education

Master's in Business Administration | Business School Netherlands | 2020 – Candidate.

Certified Professional in Logistics Management | ISCEA -International Supply Chain Education Alliance | 2021.

Certified Supply Chain Analyst | ISCEA -International Supply Chain Education Alliance | 2019.

Supply Chain Management- Fundamentals | ARC Academy | 2019.

Project Management in Global Health | University of Washington | 2019.

Managing Markets for Health | University of Edinburgh | 2018.

Health Innovation Development Accelerator Programme | Lagos Business School – Private Sector Health Alliance | 2016.

Management Development Institute | UCLA Anderson School of Management | 2015.

Bachelor of Technology in Urban and Regional Planning | Ladoke Akintola University of Technology, Ogbomosho | 2010.

Reference

Available on request.