

# REMOIK

TRAINING AND CONSULTING

Company Profile

## Our Objective

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To provide participants with the necessary knowledge and skills to effectively and efficiently enhance corporate goals, objectives and targets with regards to delivering service functions for best and most economically advantageous operations.

## Our Benefits

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Through a critical linkage of leading-edge concepts and best practices, participants will acquire the knowledge & skills to effectively manage the executive function at all levels respectively.

### RATIONALE

Today's Management operatives need to develop a wider business perspective in order to progress their organization. The need to be more strategically aware in order to manage both the "Big Picture" and the day-to-day demands of their department/business functions.

Our courses provide delegates with basic strategic Management principles, skills and tools. It is intended for beginners, middle and top management members of staff and key officers who require enhanced skills using these principles.

At the end of our training courses participants should be able to;

- Create a strategic roadmap for converting vision into value
- Develop a practical strategy in live, dynamic situations
- Understanding how to formulate and implement effective and efficient Management strategies
- Immensely contribute to the corporate goal in increasing productivity by at least and initial 15%. Thus, cutting down cost by an additional 15%

**1. AKINJIDE, Oluremi Ajewole;** a seasoned Management professional who graduated from University of Ibadan, Nigeria and obtained an honorary Bachelor of Science degree in Industrial and Production Engineering. He started his career with a reputable service company called Emjay Nigeria, as a service coordinating Supervisor in 1998.

In 2007 he joined a Facility Management company called Facilicare Services Limited as the Facility and Maintenance Manager. In Facilicare Services Limited he managed Facility Management projects and services belonging to the following blue chip organizations and clients;

Guarantee Trust Homes and Loans, Sterling Bank Plc, Intercontinental Homes and Loans Union Homes, NIPCO plc, etc.

In 2009 Akinjide joined JCCC Limited as the Site development and Maintenance Manager, where he served in several capacities and areas of related expertise such as ; Supply Chain Management, Quality Control and Quality Assurance Management, Construction Management, Health and Safety Management, Project Management, Procurement and Contracts Engineering.

He is a seasoned Human Capital development and Management professional and business process developer.

In JCCC Limited he handled multi-billion Naira Projects with regards to construction from the Facility and Maintenance Management perspective in collaboration with Lagos State Government. In 2011 he became the Managing Consultant to Axel Engineering Associate and has worked with top clients such as; General Electric, Shell Nigeria, Schlumberger, Kenya Airways and several others.

He is currently the Chief Consultant to Remoik Nigeria Limited.

He is a council Member of International Facility Management Association (United States of America), a member of Project Management Institute, Chartered Institute of Purchasing and Supply (United Kingdom) and Chartered Institute of Purchasing and Supply Management of Nigeria.

**2.ADEDIRAN, Adekola Abisoye;** Adekola is an accomplished professional in Management Consulting and a Trainer in Marketing, Leadership, Sales and Customer Management, Personal Effectiveness, Human Capital Management, Business Strategy, Administrative Management, Financial and Business Management.

He had diverse working experience in Financial / Banking, Manufacturing, Trading, Government Service and Consulting institutions for over 28 years. Kola was at various times has incremental roles as a banking officer, a bank branch manager, a principal economist, a personal assistant to group executive director, a senior manager, a General Manager, a Senior Training Coordinator/Consultant, an Executive Director in planning and strategy and a Chief Operating Officer over time.

Kola has been engaged in and has been actively involved in the initiation, design and management of development projects and programmes across the country in the last 2 decades. He has particularly anchored the United Nations Development Programme, UNDP; UNICEF, British Council, Nigeria Institute of Policy & Strategic Studies; NIPSS, Organized private sector, NGOs, Government agencies and departments' assignments in virtually all parts of Nigeria.

Adekola has attended several leadership & Management, Sales & Marketing Management, Business Management & Strategy, Customer Service, Financial Management, Human Capital Management and Administrative Management Skills courses. Adekola Adediran sits on the boards and collaborates with White Tulip Consulting, Pharmanews Limited, NAJIMSON Management Consultants, Remoik Training & Consulting, Mark Top Consulting, Radius Investment, KCL Management Consultants, 3Hays Consulting HR & Admin Architecture Consultants, O.M.Consults and KINGS' HIGH SCHOOL, Satellite Town, Lagos. Adekola Adediran is currently the Chief Operating Officer of Bright -Alley Consulting, Lagos & Deputy Managing Partner of REMOIK Training & Consulting. Kola Adediran holds a Master of Science degree in Finance and a Bachelor of Science Economics degree, he is currently completing work on his Ph.D. Finance from a foremost Nigerian private university. He is a member of the Chartered Institute of Bankers of Nigeria (CIBN), Nigerian Institute of Training and Development (NITAD) and the Institute of Chartered Accountants of Nigeria (ICAN)

**SOME OF OUR TECHNICAL TRAINING PROGRAMS INCLUDE:  
(these courses are available as LOCAL or INTERNATIONAL PROGRAMS);**

- Management Skills for Executive-level and Administrative Professionals
- Understanding Strategy: Essential Business Management Skills
- Managerial Skills: Information for Planning, Decision Making and Control
- Cost Management and Accounting
- Corporate Fleet Maintenance and Management
- Innovative Supervisory skills and Teambuilding
- International Technical Reporting Standards
- Effective Stores Management & Stock Control
- Fundamentals of Managerial Competencies
- Strategic Planning, Control and Performance
- Advanced Conflict resolution and Change Management Strategies
- Mastering Management and Leadership Skill
- Networking Skills for Business Development Executives
- Advanced Strategic Brand Development and Management
- Turning Strategy into Action; Advanced Management Strategies
- Mastering Executive Project Management with Corporate Applications
- Developing highly effective Leadership competencies
- Business Process Improvement with practical Methodologies
- Mastering Executive Negotiation Techniques and Strategies
- Project Management
- Employee Industrial Relations and understanding the Labor Law
- Logistics and Supply Chain Management ☒ Operations Management



## SALES AND MARKETING MANAGEMENT TRAINING PROGRAMS INCLUDE (these courses are available as LOCAL or INTERNATIONAL PROGRAMS);

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- Aggressive market penetration
- Relationship management and marketing skills.
- Advance strategic Sales management.
- Marketing management and business analysis.
- Sales report writing.
- Managing an effective sales team.
- Customer care essentials.
- Accelerating the Sales Force to win more sales
- Developing Analytical competencies to sell
- Pricing Strategies and tactics for sales officers
- Essentials of getting new customers and retaining the existing ones
- Powerful creative thinking for sales teams
- Managing Sales Team for effective results
- Relationship Management and Marketing Skills
- Strategies and Tactics for Selling to Key Decision Makers and Winning Major Accounts
- Managing an Effective Sales Force
- Effective Team Building
- Aggressive Market Penetration
- Valued-Added Marketing
- High Probability Prospecting for High Efficiency Marketing
- How to find and win new business
- Essential Selling and Marketing Skills

- Networking Skills for Business Development Executives
- Brand Development and Management
- Designing and Bringing New Products & Services into the Market
- Front Office & Customer Relations



**ACCOUNTING AND FINANCE MANAGEMENT TRAINING PROGRAMS INCLUDE  
(these courses are available as LOCAL or INTERNATIONAL PROGRAMS);**

- Budgeting & Cost Control
- Fundamentals of Finance & Accounting
- Modern International Standards of Internal Audit Function
- Financial Analysis, Modeling & Forecasting
- Methodology for Evaluating the Real Worth of Organizations
- Advanced Financial Statements Analysis
- Understanding Finance to Influence Strategic Decisions
- Finance, Risk Management & Corporate Governance
- Integrating Budgeting, Forecasting and Business Planning
- Financial Management and Credit Analysis
- Designing Budgets and Controls for Strategy Execution  
Budget Preparation Skills
- Financial Management for Non-Financial Professionals
- Accounting, Decision Making & Financial Communication
- The Essentials of Budgeting & Business Finance
- Mergers & Acquisitions Strategies and Due Diligence Process

- Corporate & Financial Restructuring
- Managerial Accounting: Information for Planning, Decision Making and Control
- Financial Strategy: Essential Finance Management Skills
- International Financial Reporting Standards
- Fundamentals of Cost Accounting & Cash Flow and Working Capital Management
- Cost Management and Accounting
- Advanced Budgeting for effective Cost Management

**LEADERSHIP TRAINING PROGRAMS INCLUDE  
(these courses are available as LOCAL or INTERNATIONAL PROGRAMS);**

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- Leadership, Communication & Interpersonal Skills Leadership through Self-Mastery
- Motivating Staff by Promoting Entrepreneurship among your Employees
- Knowledge Management System for Your Community Relations Management System
- Knowledge Management System for Increasing Productivity and Effectiveness of Your Business Operations Department
- The Advanced Management & Leadership Program
- Supervisory Skills And Development of leadership
- Effective Business Risk Management
- Resource Planning for Your Business Unit or Project
- Real Estate and Property Management
- Providing Leadership through Improving Work Processes
- Creating Work Culture Suitable for your Business Strategies
- Strategic Management of Innovation
- Strategic Management of Technology
- Implementing Quality Assurance and TQM in Service Departments or Industry





- Advanced Process Risk Assessment & Risk Management
- Personal Effectiveness & Influencing Skills: Communicate Openly, Negotiate, Influence & Persuade
- Managing Risk to Organizational Image and Brand
- Managing Community Relations Related Risks
- ISO 9001: 2008 Quality Management Systems
- Interpersonal Skills for the Energy Sector
- Organizational Risk Management Strategies and Methodologies
- Strategic Planning, Communication, Measurement and Implementation

### **HUMAN RESOURCES MANAGEMENT TRAINING PROGRAMS INCLUDE (these courses are available as LOCAL or INTERNATIONAL PROGRAMS);**

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- Training Material Design and Development
- Enhancing Job Performance: Skills for Achieving Personal and Organisational Goals
- Workplace Diversity and Talent Management
- Auditing HR Processes
- Advanced Career Development and Succession Planning
- Career Development and Succession Planning
- e-HR: Modern Trends and Applications
- Teamwork Fundamentals
- Managing Human Resources in the Digital World
- Planning & Managing Transfer of Jobs to Nationals
- Recruitment Business Skills & Best Practices
- Building an Effective Coaching System in your Organization (As a Strategic Project)
- HRM Skills for Today's Leaders and Professionals



- Teamwork Fundamentals
- Managing Human Resources in the Digital World
- Planning & Managing Transfer of Jobs to Nationals
- Building an Effective Coaching System In your Organization (As a Strategic Project)
- Recruitment Business Skills & Best Practices
- Systematic Management & Leadership Skills Needs Analysis
- Human Resource Essentials for the New Human Resource Professional
- HRM Skills for Today's Leaders and Professionals
- Advanced Human Resource Management
- Enhancing the Skills of Training Coordinators and Administrators

**At Remoik, we have a strong international training CONFERENCE / SEMINAR /SYMPOSIUM and partnerships with several organizations in various regions of the world such as;**

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- THE ACADEMIC UNION, OXFORD, United Kingdom
- American Certification Institute, Delaware, United States of America
- Pebble Hills University, Delaware, USA
- Global Education College, Dubai
- University of Johannesburg, South Africa
- Saint Anselm College, Portsmouth, New Hampshire
- Academic Conferences and Publishing International, England
- Academic Conferences and Publishing International, China





**Prof Glauco De Vita, Business Economist**

Dr Glauco De Vita (BA Hons, MPhil, PhD, FHEA) is a Professor of International Business Economics in the Centre for Business In Society (CBIS), at Coventry University.

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**Mr Heinz Wehrle, Speaker, Asset Manager**

With over 35 years international experience within the hospitality industry, Heinz has worked extensively across Europe, Africa and the USA in a wide range of hotel, tourism and aviation fields.

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**Mr Robert Bullard, Speaker, Copywriter**

Robert is an experienced public speaker, copywriter and trainer in business writing skills, and worked previously as a feature writer for the Guardian, The Daily Telegraph and other UK media.

Together, we organize world class courses for our clients abroad taking into consideration best practices and industry standards. All international training offered by Remoik incorporates world class syllabuses and industry practices.

**Benefits that both your organization and your employees will realize include:**

- Improved productivity and adherence to quality standards.
- Employees develop skill sets that allow them undertake a greater variety of work.
- Improved ability to implement and realize specific goals outlined in your organization's business plan.
- Increased ability to respond effectively to change.
- Increase job satisfaction levels.
- Keep up with industry changes
- Be in touch with all the latest technology developments

**PARTIAL LIST OF OUR CURRENT CLIENTS INCLUDE;**

- Export Radet (The Swedish Government in Nigeria)
- Statoil Nigeria Limited
- Total Nigeria E & P
- Sterling Oil Limited
- Nigeria Stock Exchange
- Abuja Electricity Distribution Company
- Daily Trust Newspapers, Abuja
- BOC Gases Plc
- Eroton Oil and Gas
- National Insurance Commission, Abuja
- Nigeria Interbank Settlement System Plc, Abuja
- Montego Oil and Gas Limited
- Union Homes and Loans(Owned by Union Bank Plc)



- Intercontinental Homes and Loans (Owned by Access Bank Plc)
- United States Embassy, Abuja, Nigeria
- OandO Plc
- Sterling Bank Plc
- C & I Leasing Plc
- Kresta Laurel Limited
- Delta Afrik Limited
- Nigeria Institute of Management
- Heritage Bank Plc
- The United States Embassy, Nigeria
- Frigoglass Nigeria
- ICAN (The Institute of Chartered Accountants of Nigeria)
- Day Star Christian Center Estates Limited
- Zenith Bank Plc
- Superior Pharmaceuticals Ltd.
- Emzor Pharmaceuticals Ltd
- Fidson Nigeria Ltd.
- Daily Needs Limited
- Green Life Pharmaceuticals Ltd.

## About our courses and what to expect

These courses are highly practical, vocational, "how-to" programs based around real-world tools, checklists and processes that will be immediately useful to you back in your day job.

You will not have to sit through long lectures or presentations – these courses use active learning to help you internalize the topics and apply it in the real world.

### Training format

These courses comprise modules each covering a set of key concepts and skills.

Within each module, best practice and key concepts are covered off in a concise briefing, followed by stimulating learning activities like workshops, discussions, case studies and role-play exercises.

### Options

Looking for more? You can also take these courses as part of your multi-day programs:

## Course format

### Practical

These courses are heavy on reality and light on theory. Your trainers will introduce the concepts clearly, then focus on real-world skills that connect the big picture to your job. Courses are updated regularly and trainers are active in the industry so your knowledge will be fresh and relevant.

### Active

Trainings consist of concise briefings on best practice, backed up by interactive learning activities like workshops, role-plays, case study analysis, coaching, brainstormings and structured group discussions. You will not sit passively through long lectures.

### Stimulating

These courses are interesting, intellectually stimulating and delivered in a relaxed and professional style.

### Inspiring

All Pinnacle trainers are hands-on communication professionals with years of experience. We don't employ academic teachers – we insist on good-humored enthusiasts who will inspire your creativity

### Individual

These courses are delivered in an executive boardroom format, not classroom-style, and in a small group of people. You will get personal attention for the issues that matter to you. It's also a great chance to network and share experience.

### OUR TRAINING METHODOLOGY

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- Lectures
- Discussions
- Individual and group exercises
- Case studies
- Activities
- Pre-course Assessment
- Post-Course Assessment
- Intellectual debates
- Educational competitions
- Professional video and audio presentations



### CONCLUSION

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The discipline and the role of members of Staff in particular are evolving to the extent that many members of staff have to operate at three levels:

- Strategic level
- Tactical level
- Operational level.

In the former case, organizations need to be informed about the potential impact of their decisions on the provision of business and services in the local and international marketplace.

In the latter, our training and Human Capital development courses ensure proper operation of all aspects of an organization's structure to create an optimal, profitable and cost effective environment for the client to function profitably. This is accomplished by managing all related activities effectively and efficiently.

### OUR TRAINING METHODOLOGY AND STRUCTURE

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- Lectures- 10%
- Discussions- 10%
- Individual and group exercises -10%
- Case studies-10%
- Activities-10%
- Pre-course Assessment-10%
- Post-Course Assessment-10%
- Intellectual debates-10%
- Educational competitions-10%
- Professional video and audio presentations -10%



## More

We believe there is much more we can do for you to move your organization to the next level. In the event your organization requires a course that is not listed above, we shall be happy to design one that addresses your organization's specific needs.

For a start, please contact any of the undersigned for further clarifications or to fix a meeting for a presentation to your management. We remain committed to offering relevant and most responsive courses that are in tune with international best practices, cost competitive in a friendly and conducive environment.

We look forward to welcoming you to Remoik Training and Consulting Learning and Development programmes and we promise it will be a rewarding learning experience.

Yours faithfully,  
for :**REMOIK TRAINING & CONSULTING Limited:**

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**Contact us, right now, if you are interested in raising your performance /sales/profit significantly. Our services, training programs and advisory are constantly being developed and delivered with concrete improvement in performance and bottom-line in mind. With us, it is knowledge applied to improve result!**

