

# Umo Bassey Eno (FNHCI)

74/76, Eket Oron Road Eket, Akwa Ibom State



**Male**

**24<sup>th</sup> April 1964**

**Married**

**#2, Edem Udo Street, Eket, Akwa Ibom**

**Nsit Ubium L.G.A**

**Akwa Ibom**

## SUMMARY PROFILE OBJECTIVE

An Accomplished Entrepreneur, Visionary and tenacious business leader with a proven track record in achieving positive business results, a Pastor to over 3,000 membership congregations in various assemblies across the State and outside, and a Public Administrator whose yearnings for continuous self-improvement and growth has got him currently studying for a PhD in the University of Uyo, Akwa Ibom State.

This Bi-vocational leader established Royalty Hotels & Recreations Ltd from a humble beginning in 1997 with just 5 rooms and gradually evolved into a Group of hospitality and allied service provider in Akwa State and Nigeria at large. The operations span through hotels, apartments, eatery, coffee shops, industrial catering and water production.

He has effectively managed and provided jobs to a direct team of over 2,000 persons in more than 12 locations (including offshore locations), adding its quota to the social-economic index of the State and country.

He is a Fellow of the Nigerian Hotels & Catering Institute (FNHCI), an alumnus of the Lagos Business School, Pan-African University, a distinguished Rotarian of the Rotary International District 9140 and a 3-Star Paul Harris Fellow (PHF), a recipient of the Honourary Member Award of the World Conference of Mayors, United State of America and a recipient of several awards of excellence for meritorious services.

With his keen interest in community development, he is involved in key corporate social responsibilities in community development, upgrade of some schools within his environs, providing scholarships and trainings to several students as Interns and Industrial Attaches in Royalty Group.

Driven by excellence, his cardinal objective is to build synergy with individuals, corporate organizations, private and government institutions in pursuit of building human capacity, maximizing productivity and wealth creation, and ensuring strong future growth for the benefit of national development and human good.

## WORK EXPERIENCE

**Honourable Commissioner, 2020 –**  
*Ministry of Lands and Water Resources*  
*Akwa Ibom State*

**Executive Director, 2019 -**  
*Directorate of Agricultural Investment*  
*Akwa Ibom Investment Corporation*  
*AKIPOC Building,*  
*Abak Road, Uyo*

**Chief Executive Officer, 1997 – 2019**  
*Royalty Group*  
*74/76 Eket/Oron Road*  
*Eket, Akwa Ibom State*

**Chairman, 2004 – 2007**  
*Akwa Ibom Hotels & Tourism Board,*  
*Uyo, Akwa Ibom State*

**Group General Manager (GGM), Commercial Services Division,**  
**1994 – 1997**  
*Norman Holdings Ltd*  
*76, Adeniyi Jones Avenue*  
*Ikeja, Lagos*

**General Manager, (GM)**  
**1991 – 1994**  
*Norman Investment Ltd (Finance House)*  
*76, Adeniyi Jones Avenue*  
*Ikeja, Lagos*

**Finance & Investment Manager,**  
**1990 – 1991**  
*Norman Investment Ltd (Finance House)*  
*76, Adeniyi Jones Avenue*  
*Ikeja, Lagos*

**Commercial Director,**  
**1985 – 1990**  
*Bertola Machine Tool Ltd*  
*296 Ikorodu Road*  
*Anthony, Lagos*

**Banking Officer, 1982 – 1985**  
*Union Bank Nigeria Plc*  
*Lagos*

## EDUCATION

School/Institutions Attended	Qualification(s) Obtained/ Date
Lagos Business School Pan-African University Epe, Lagos	Executive Team Leadership (2009)
University of Uyo, Uyo Akwa Ibom State	Master of Science, Political Science & Public Administration (2006 -2008)
University of Uyo, Uyo Akwa Ibom State	Bachelor of Science, Political Science & Public Administration (1998 – 2002)
St. Francis Secondary School, Eket, Akwa Ibom State & Victory High School, Ikeja, Lagos State	Senior School Certificate (O' Level) (1975 – 1981)
Local Authority School Ikeja	Primary School/ First School Leaving Certificate (1970 -1975)

## PROFESSIONAL/ CLUB MEMBERSHIP/ APPOINTMENTS

**Board Chairman**, Ibom Fadama Microfinance Bank

**Member**, Technical Committee on Agriculture and Food Sufficiency, Akwa Ibom State Government

**3-Star Paul Harris Fellow**, Rotary Club of Eket, District 9140

A **Fellow** of Nigerian Catering & Hotel Institute (FNCHI)

An **Alumnus** of Pan-African University's Lagos Business School (LBS)

The **Senior Prefect**, Victory High School, Ikeja, Lagos State

## MINISTRY/ FAMILY

He is an ordained apostle in the body of Christ and the Undershepherd of the All Nations Christian Ministry Int'l in Eket. A ministry called to build a community of Christian Believers that transcend race, tribe, colour, tradition and denominations into a kingdom focused church.

## **MINISTRY/ FAMILY (Contd.)**

He holds annual conferences for youths, women and men; aside the general ministry convention. Notable amongst such are the Ignite Conference for youth with over 2,500 youths in attendance; Bone of my bone couples seminar and day out.

He strives in his daily work to enthrone kingdom principles in doing business in the marketplace. He is a good social mixer who believes in hard work, integrity and strong character.

He is married to Pastor (Mrs.) Patience Eno and have enjoyed a marriage togetherness in the last 35years. A responsible and loving father to six children and a grandfather to several grandchildren.

## **PUBLICATIONS**

He is an author of several books including such inspiring titles as: Wealth Creation: God's Way, Breakforth, Dream Again, True Friendship, and Exercising Your Dominion Mandate.

He is the Publisher/Editor-in-Chief of Hospitality Connect which covers the hospitality and tourism potentials of Akwa Ibom State and The Appetizer Magazines and a regular contributor to Christian journals and is in high demand as Speaker in many public fora.

## **KEY COURSES/ SEMINARS ATTENDED**

- Conference of International Association of Hospitality Practitioners, Chicago, USA May, 2015
- Continuing Professional Education for Hospitality Practitioners by Nigerian Hotel & Catering Institute August, 2014
- Capacity Development Programme for Hospitality Practitioners by Nigerian Hotel & Catering Institute August, 2012
- Water & Mineral Bottling Business Course, by Aguapuro, India 2012
- Executive Team Leadership Training, Lagos Business School, Lagos November, 2009
- Making Catering Contract Work Course London, United Kingdom by BIFM Training July, 2008
- Materials Purchasing/Procurement & Stores Inventory Management, Eket by Zubby Consult April, 2007
- Basic Water Survival Training, Eket February, 2005
- Development of Tourism in small Islands and Sub-Saharan Africa, Seychelles 2001

## KEY COURSES/ SEMINARS ATTENDED (Contd.)

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|---|-----------------|
| • Effective Negotiation Strategy, United Kingdom                                      | December, 1995  |
| • Strategic Marketing Course, United Kingdom by John Crane                            | September, 1995 |
| • Corporate Treasury Course, Lagos  | October, 1994   |
| • Interpretation of the Bank and Other Financial Institutions (BOFID) Training, Lagos | May, 1994       |
| • Interpretational Conference on Capital Market Development (Seminar)                 | June, 1993      |
| • Bank Credit Analysis Course, Union Bank Training School, Surulere, Lagos            | April, 1985     |
| • Cashiers Course, Union Bank Training School, Surulere, Lagos                        | April, 1984     |

## MY KEY ACHIEVEMENTS

### **As Honourable Commissioner, 2020 –**

*Ministry of Lands and Water Resources  
Akwa Ibom State*

- Amicable Intervention in the issues which earlier hindered the Dakkada Luxury Estate Development.
- Inauguration of Monitoring and Development Control Team to check Indiscriminate Buildings across A'lbom.
- Inauguration of Land Allocation, Verification, Recovery Committee.
- Facilitating the Accelerated Release of C of Os to Private Sector Operators.
- Inauguration of review committee for the State Water bill.

### **As Executive Director, 2019 -**

*Directorate of Agricultural Investment  
Akwa Ibom Investment Corporation*

- Planned and executed the first farmers' enumeration in Akwa Ibom State
- Creation of farmers' database for the state to coordinate an easy way to reach, educate and support farmers.
- Conducted training for 1,700 farmers in collaboration with Harvest Plus International
- Led a private-sector approach to operations driving accountability and utilization of proven business practices:
  - ✓ Received approval by His Excellency, Governor Udom Emmanuel for building a Cassava warehouse and storage facility for off taking harvested cassavas from farmers across the State.

- ✓ Developed cassava end to end business model to curtail the rate of inflation on cassava and related value chain.
- ✓ Received approval by His Excellency, Governor Udom Emmanuel for revamp of Akwa Palms in Esit Eket after 25years of no activity through a Public Private Partnership and the Central Bank of Nigeria (CBN) Oil Pam Development Initiative.
- Increase the partnership and involvement of investors in the Agricultural Sector.

### **As Governor/Chief Executive Officer (CEO), 1997 – 2019**

#### *Royalty Group*

- Steadily grew the Hotel from a humble beginning of 5 rooms to 30 rooms
- Championed the creation of seven (7) large scale departments/ outlets known as Strategic Business Units.
- Diversification from hotels into apartments, industrial catering, coffeeshops and eateries, bottle/ sachet water manufacturing, consultancy/ training.
- Opened up of five (5) additional locations in Akwa Ibom State with a liaison office in Lagos.
- Became one of the first completely indigenous catering organization to win and execute an industrial catering contract with multinationals prominent amongst them with Mobil Producing Nigeria Unlimited (MPN) that covered eleven (11) MPN offshore locations and QIT onshore location; and Chevron Nigeria Limited (CNL) Agbami FPSO respectively.
- Effectively managed team of over 2000 employees in 12 different locations
- Increased revenue by over 200% in a 5-year timespan.
- Increased customer base retention by 35% yearly.
- Instituted a robust Corporate Social Responsibility (CSR) Program for Royalty Group focused on educational support/ student scholarships, finance support for medical concerns, startup grants for young entrepreneurs, trainings – interns and out trainings, youth enlightenment through “Ignite”, etc.
- AkwaFresh Premium Table Water got SON commendation as an award winning water with good alkalinity.
- The Hotel got the “Highly Productive Company Award (Private Sector)” by National Productivity Centre, Abuja

### **As Chairman, 2004 – 2007**

#### *Akwa Ibom Hotels & Tourism Board, Uyo, Akwa Ibom State*

- Conducted a state wide hotel inspections for categorization and classification.
- Developed and printed the first Akwa Ibom Hotels Directory for travelers and tourist.

**As Group General Manager (GGM)**  
**Commercial Services Division, 1994 – 1997**  
*Norman Holdings Ltd*

Went through the ranks from Finance Manager (1990 - 1991), General Manager (1991-1994), Group General Manager, Commercial Services Division (1994-1997).

- Handled full sales cycle. ***Grew profit after tax from 5million to 55million (Naira) during his period with the company.***
- Increased the revenue growth which was 5% by 15% yearly by developing a financial road- map.
- Developed a new business model and guided planning.
- Had responsibility to put in place necessary processes and secure a Central Bank of Nigeria (CBN) license to operate a micro finance bank.
- Grew the finance house to one among the first 10 finance companies in Nigeria as at the period.

AWARDS
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|------|--|
| 2013 | Award of Honour for the Highest Employer of Labour/ Human Development in Akwa Ibom State (Private Sector) by The Unemployed Graduate Forum (UNEGRAF) |
| 2012 | Award of Recognition for contribution to the development of Akwa Ibom State by Ekid People's Union   |
| 2011 | Certificate of Excellence by ExxonMobil for outstanding performance and lasting contribution   |
| 2009 | Outstanding Service Award for outstanding contribution in Tourism Development by Afigh Iwaad Ekid  |
| 2007 | Award for Service to the community by the Eket Local Government Council  |
| 2004 | Gold Service Award for Professionalism in Hotel Management   |
| 2004 | Highly Productive Company Award (Private Sector) by National productivity Centre, Abuja  |
| 2003 | Meritorious Award for Leadership Role and Service by Rotary Club of Eket Central   |
| 2001 | Honourary Member of the World Conference of Mayors, United State of America for tremendous service and interest in National and International issues |
| 1996 | Excellence Awards for Public Administration by Akwa Ibom State Television Authority.   |