

# MONIQUE ALOFOJE

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## EDUCATION

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**DUKE UNIVERSITY, The Fuqua School of Business** Durham, NC  
May 2023  
*Master of Business Administration*

Awarded with the prestigious Keller Scholarship & Forté Fellowship; New Venture Fellow; Cabinet Member of the Entrepreneurship & Venture Capital Club; Member of the Business in Africa Club & Tech Club

**EUROPEAN BUSINESS SCHOOL** London, U.K.  
Nov. 2011  
*Master of Arts, Entrepreneurial Management*

Entrepreneurship Club; Charity Club

**UNIVERSITY OF VIRGINIA, The College of Arts & Sciences** Charlottesville, VA  
May 2009  
*Bachelor of Arts, Psychology & Sociology*

Alternative Spring Break Program in Jamaica; Secretary, Organization of African Students

## EXPERIENCE

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**MOE'S VENTURES** Lagos, Nigeria  
2019 – 2021  
*Founder/CEO, Business Development*

- Manufactured and distributed 4 uniquely flavored natural drinks from West African fruits and spices.
- Researched market trends and customer insights to enhance business strategy that grew revenue by over 60% in 12 months.
- Served 3 leading supermarkets with over 100 units/week and catered to over 15,000 consumers at corporate functions, trade fairs, and social events.
- Trained and supervised 2 employees to enhance operations within production and logistics teams.

**CORONATION MERCHANT BANK** Lagos, Nigeria  
2017 – 2019  
*Portfolio Manager, Asset Management*

- Launched 3 top-ranked regional mutual funds: Money Market, Fixed Income, and Balanced Funds; total funds size increased by \$14 million in 2 years.
- Managed portfolios valued at \$50 million, and performed market research and quantitative analysis to deliver competitive returns and reduce risks.
- Directed 3 investment team members and 2 operation team members on weekly team deliverables.
- Synchronized investment process and boosted risk-adjusted performance by 60%.

**OWEN INVESTMENT LIMITED** Lagos, Nigeria  
2016 – 2017  
*Research Analyst, Research*

- Prepared monthly macroeconomic outlook reports for over 50 multinationals, asset management firms, and banks, with a combined market capitalization of over \$20 billion.

**SAHEL CAPITAL PARTNERS & ADVISORY LTD** Lagos, Nigeria  
2014 – 2016  
*Investment Analyst, Private Equity*

- Established a \$66 million fund for agricultural finance in Nigeria and engaged in deal execution including, market research, financial modeling, due diligence, structuring, and portfolio optimization.
- Reviewed business plans and historical financials of over 200 agriculture-focused pipeline companies and executed the Fund's first investment valued at \$4 million in a dairy company.
- Spearheaded a \$2.5 million Technical Assistance Facility to improve efficiency of portfolio companies.

**Consultant, Advisory Services** Lagos, Nigeria  
2013 – 2014

- Nominated to lead an agricultural landscape mapping study focused on \$100 million of agricultural investments in Nigeria, conducted for the Bill & Melinda Gates Foundation.

## ADDITIONAL INFORMATION

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- **Volunteer Work:** Co-Founder of Good News Baptist Church Literacy, a community that teaches young women to read and write; Global Shaper of the World Economic Forum, promote social change in Lagos through impact initiatives.
- **Interests:** Avid reader of Tech Crunch; Crocheting, create handmade scarves; International leisure travel, visited over 30 countries; Newton Venture Fellow, Venture Capital program organized by London Business School.