

David Brown

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Brief Profile

I am the managing partner and founder of dbrownconsulting (DBC). I have over 24 years of international consulting, Instructional design and training experience. Prior to establishing DBC, I worked at Arthur Andersen and KPMG Professional Services. I have also worked as an international Consultant to the World Bank for 7 years.

I founded dbrownconsulting in 2006; the firm specializes in helping individuals and organisations achieve more with their data and helping teams stay agile. I have deep expertise in the complete design of e-learning training solutions and have developed leading frameworks for the implementation of data-driven talent interventions.

Developed and manage an e-learning platform www.officetraininghub.com and curated talent development content weekly through webinars, productivity boosters and more. I am an internationally recognised data analytics specialist, having been awarded the prestigious Microsoft Most Valuable Professional award for the last 5 years. I am also a regular international speaker.

I am an ATD Master Trainer and ATD Master Instructional designer. I am also a Chartered Accountant and a member of multiple professional bodies. I am a 5 time awardee of the prestigious Microsoft MVP Awards.

At dbrownconsulting, I have worked with over 300 companies and trained over 30,000 individuals. It has pioneered many initiatives and sit on various committees.

I have designed Frameworks for incorporating data into all aspects of the training Delivery process called the 4As training Framework and Designed over 20 Classroom and Virtual Training courses with a focus on engagement.

I am the Chairman of the Lagos Chapter of the Learning & Development Network International; an association of professional training practitioners which leverages its relationship with the Association for Talent Development (ATD).

As Chairman I have led several initiatives including the full adoption of the ATD Capability Model for all member learning and the launch of our highly popular weekly learning circles which award capability badges to attendees, we have completed over 150 webinars over the last 3 years.

I have also been involved in the conceptualization, design and delivery of Talent Development and Data Analytic Conferences over the last 7 years. I am very passionate about knowledge transfer and leverage my unique combination of expertise in Data, Finance, Instructional Design, Training Delivery, Technology expertise, facilitation, public speaking and engagement.

Experience

Managing Partner | Financial Consultant | Trainer | Instructional Designer

Multiple International Clients

April 2006 – Present

Locations: Countries in Africa, Europe, North America, Asia

- Instructional Design & Training Experience and Milestones:
 - Have more than 20 years experience in Instructional design for multiple clients with thousands of hours of design work and training.
 - designed frameworks for Virtual training implementation and data-driven analytics of talent interventions (the 4A's Framework)
 - designed methodologies for teaching Data Analytics and Report Automation to anyone (the MODES Framework)
 - Currently run an LMS for Productivity courses all designed by me and the team at dbrownconsulting www.officetraininghub.com
 - Pioneered Productivity based Excel training in Nigeria in 2006, Prior to this Excel was treated and taught as IT tool by IT focused trainers
 - Introduced Power BI to the Nigerian Market in 2015. Was the only African invited to the Beta public pre-launch of Power BI in Israel in early 2015
 - Designed and taught frameworks for the efficient use of Microsoft Excel for Productivity in the workplace. Here is a [free Excel course](#) showcasing some of this methodology
 - Have developed over 100 course over this time and recorded more than 1,000 videos. Check out this [Youtube Channel](#) to access some
 - Currently act as an Instructional Designer and Training Consultant on various projects at dbrownconsulting.
 - Trained more than 30,000 people the Years
 - A regular Speaker at international conferences included an 8 time speaker at the top Talent development conference in the world, [ATD](#)
 - Helped design and framework and facilitated the delivery of highly rated weekly webinars in talent developed (more than 150 weekly webinars delivered and counting)

- Sample Projects:
 - World Bank: worked as an International Consultant on Oil Revenue Modelling.
 - AutoDesk USA: Build a talent analytic reporting solution for their USA operations, helping to automate a lot of manual processes using our MODES framework.
 - KPMG India: Training the corporate finance team of KPMG India in Mumbai on Financial Modelling and cash flow forecasting
 - KPMG Egypt: Training the corporate finance team of KPMG Egypt in Cairo on Debt and Securitization
 - Statoil Angola: Consulted the client on specific data analysis challenges they were having and trained their team of analysts in Luanda, Angola
 - British American Tobacco: Create custom report automation business intelligence solutions to various department in their Nigerian office.
 - Multiple Clients: Design bespoke financial and valuation models to enable me advice clients on critical investment decisions related to company financial decisions including; intrinsic share value, refinancing options, restructuring, new projects feasibility and in identifying and negotiating with financiers.
 - Multiple Clients: Carry out thorough independent analysis of financial statements, company records and industries to enable me decipher key value drivers that form the basis of models sold to clients or used in financial training courses delivered by me.
 - Present Project Finance models to financiers on behalf of clients in a bid to raise new capital (debt & private equity).

- Give financial advice to clients based on my analysis with respect to: The intrinsic value of the business (using our valuation models), the optimal mix of debt and equity required for a project (using our Financial models), type of financing required (based on our analysis of what the market is offering).
- Financial Due Diligence (Tax) on several companies for investors including due diligence on a publicly quoted company for a multinational investor.

Advisory/Senior Financial Consultant

Kaizen Compliance Solutions

October 2012 – Present

Locations: London, United Kingdom and Valencia, Spain

- Advised on the financial structure of the firm that provides a one stop shop for AML related services covering advisory, consulting and training
- Advised on Instruction Design and standardisation on various projects
- Participated in the development of bespoke training slides on entity types and their due diligence measures & requirements on over 25 different entities of BP
- Advised on the development of a FAQ database consisting of over 250 red flag scenarios and their solutions during the ACDD escalation process
- Designing and training staff on the appropriate use of escalation process and understanding PEP's, mitigation requirements and risk associated therein
- Developed a financial model and continued finance, marketing and training advisory services
- Created various bespoke spreadsheet templates, reports and models on various jobs concluded with the following clients: Lloyds Banking Group (UK), BP International Limited (UK), Cardiff University, HSBC Plc

Prior Experience : Financial Consultant | Tax Consultant | Banker

Savannah Bank, Arthur Andersen & KPMG

April 1999 – 2006

Corporate Tax Planning Experience

- Contract Structuring for Tax Efficiency
- Entity Structuring and Restructuring
- Business Process Analysis

Regulatory Services /Corporate Tax Compliance Experience

- Preparation of tax computations, filing of tax returns and agreement of computations with the Revenue
- Representing companies at tax audits and subsequent negotiations with the Revenue
- Resolving tax queries on behalf of several companies, with the Revenue
- Corporate tax negotiation with the Revenue for non- resident entities
- Advisory on Business regulatory issues in Nigeria

Tax Advisory Services Management

- Conducting pre-audit investigations and representing companies at WHT tax audits and subsequent negotiations with the Revenue
- WHT & VAT advisory services for several clients
- Pay-As-You-Earn (PAYE) and other employee related taxes administration Implementing Payroll restructuring solutions for clients
- Resolving tax queries on behalf of several companies, with the Revenue
- Representing companies at tax audits and subsequent negotiations with the Revenue
- Facilitating Training Programs for colleagues on payroll computations and structuring

- Advisory on NSITF, NHF, ITF, Benefits in Kind and Pensions contribution on payroll structure and efficient implementation
- Creating and Implementing mini-payroll programs for clients

Compensation and Benefit Experience

- Compensation Structuring for both local and expatriate staff of several companies
- Remuneration administration for both local and expatriate staff of several companies
- PIT planning advisory services

Others

- Financial Analysis Methods and techniques
- How to Build real life financial Models of existing Companies
- Excel tools and Techniques for the Financial Analyst
- Business Intelligence Courses (Power BI, Power Pivot, Power Query, Excel and more)
- Valuation Training: DCF, Methods for Valuing a Company in an Emerging Market
- Introduction to Debt & Securitization
- Leverage Buyout Modelling
- Bank Modelling and Valuation
- Tools for Auditing Financial Models and tracing the impact of errors on investment decisions
- Deliver Lectures for ATD (USA), ICAN, LDNI and other international organizations

Some of the clients I have worked with over the years include:

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| ▪ UBA Capital | ▪ Statoil Nigeria | ▪ MTN Nigeria |
| ▪ Central Bank of Nigeria | ▪ Statoil Angola | ▪ Airtel |
| ▪ FCMB Capital | ▪ BP Oil UK | ▪ Etisalat |
| ▪ Vetiva Capital | ▪ PGS Exploration | ▪ PZ Cussons |
| ▪ Citibank | ▪ Sapetro | ▪ British American Tobacco |
| ▪ First Bank of Nigeria | ▪ Total E&P | ▪ Honeywell Flour Mills |
| ▪ ARM Investment Managers | ▪ Total Nigeria | ▪ Dangote Group |
| ▪ Lloyds TSB UK | ▪ Honeywell Oil & Gas | ▪ Unilever |
| ▪ AXA Mansard | ▪ Addax Petroleum | ▪ Delta Airlines |
| ▪ Stanbic IBTC Pension | ▪ HealthPlus | ▪ KPMG India |
| ▪ Premium Pension | ▪ Bristow Helicopters | ▪ KPMG Egypt |
| ▪ Rand Merchant Bank | ▪ Federal Inland Revenue Service | ▪ KPMG Nigeria |
| ▪ NFIU | ▪ Pan African Airlines | ▪ PWC Nigeria |
| ▪ Ministry of Finance | ▪ EFCC | |

Summary of Job Roles

dbrownconsulting	Managing Partner	Apr 2006 to date
Nigeria Governors Forum	Consultant	May 2022 to date
The World Bank	International Consultant	Apr 2014 to May 2021
The ICA (UK)	Regional Representative	Jul 2013 to Jul 2016
KPMG	Senior Financial Analyst	Oct 2004 to Mar 2006
KPMG	Tax Consultant	Sep 2002 to Sep 2004
Andersen	Tax Consultant	Sep 2001 to August 2002
Savannah Bank Plc	Accounts Assistant	Feb 2001 to Aug 2001
Samadi International School	Accountant & Analyst	Sep 1999 to Jan 2001

Education, Professional Qualifications & Membership

Bachelor of Accounting, Bayero University, Kano (1995 to 1999)

Harvard Business School Executive Education	-	Business Leadership Program
Institute of Chartered Accountants of Nigeria	-	Associate member
Chartered Institute of Taxation of Nigeria	-	Associate member
International Diploma in Anti-Money Laundering	-	from the ICA (UK)
ATD Master Trainer (USA)	-	Association for Talent Development
ATD Master Instructional Designer (USA)	-	Association for Talent Development
CFA Institute (USA)	-	Regular Member
CFA UK	-	Regular Member
CFA Nigeria	-	Regular Member