

Tobechukwu (Tobey) Okafor

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PROFILE

Management consultant with a track record advising government and donor institutions across Nigeria's maternal, newborn, and child health (MNCH) sector. Skilled in structured diagnostics, market and stakeholder analysis, and root-cause problem-solving, translating field-level evidence into decision-ready recommendations for state and federal counterparts. Experienced in designing assessment frameworks and dashboards, leading cross-sectoral engagement at state and federal levels, and delivering polished analytical and visual work products for government, donor, and internal leadership audiences. Focused on advancing health equity through rigorous quantitative and qualitative analysis and evidence-based advisory.

PROFESSIONAL EXPERIENCE

FIELD INTELLIGENCE Abuja, Nigeria

Regional Account Manager, Programme & Commodity Advisory (Oct 2024 - Present)

Programme Oversight & Client Advisory

- Serve as lead advisor on a Gates Foundation-funded MNCNH commodity programme spanning five North-Central states (FCT, Nasarawa, Niger, Kogi, Plateau), acting as the primary technical counterpart to SPHCDA, DMA, and LGA health authority leadership in each state.
- Direct commodity delivery performance across a 6-state, 1,350+ facility network, sustaining 93% on-time delivery against a stockout-prevention mandate by coordinating forecasting, distribution, and risk management between donor reporting cycles, state government stakeholders, and internal supply chain teams.
- Own end-to-end escalation and resolution of state-level delivery issues, positioning the programme as the state's primary point of accountability rather than a downstream vendor.

Procurement & Pricing Diagnostics

- Led a full reconciliation of the Nasarawa State DMA Shelf-Life RFQ, building a price-matching methodology across 500+ pharmaceutical SKUs, populating SKU-IDs, flagging pack-size discrepancies, and standardizing brand-level data to close variance gaps ahead of state submission.
- Designed a repeatable procurement variance-analysis framework distinguishing quoted, invoiced, and delivered commodity values, surfacing an 8% pricing variance and giving state SDSMA partners an auditable basis for sign-off.
- Produced audit-ready delivery-order documentation for Nasarawa SDSMA, closing the gap between commodity transactions and state government financial records.

FIELD INTELLIGENCE Abuja, Nigeria

Associate, Strategy & Programme Diagnostics (Aug 2023 - Oct 2024)

Strategic Communications & Stakeholder Management

- Directed the state-facing rollout strategy for the PPH bundle, introducing branded cold-chain essential commodities across the programme's state network while aligning messaging with government and donor expectations.
- Authored escalation correspondence to FCT ACMS/HHSS on a stalled payment obstruction tied to unfulfilled contracts, holding firm on programme interests while preserving a sensitive government relationship.

- Built and maintained pharmaceutical inventory models with shelf-life calculations, informing redistribution and expiry-risk decisions across the facility network.

Programme Diagnostics & Data Visualization

- Led a diagnostic of a live Niger State MNCH programme targeting PHC and general hospital adoption of Heat-Stable Carbetocin and calibrated drapes for PPH prevention, naming failure archetypes, mapping a phased improvement roadmap, and constructing a patient decision-journey map to surface root causes of low facility uptake.
- Developed a Vaccine Stock Visibility and Analytics presentation, translating facility-level NHLMIS stock data into a visual narrative built for a consultant-level technical assessment.
- Synthesized multi-state facility data into structured PowerPoint and Excel deliverables for internal leadership and external stakeholder audiences, holding analytical rigor and presentation clarity to the same bar.

MEDSAF, Nigeria

Associate, Health Systems Advisory (Jun 2020 - Jul 2023)

- Advised on pharmaceutical and health commodity supply chain operations across Nigeria's public and private health product markets, building the analytical foundation later applied to donor-funded programme management at FIELD.
- Contributed to account-level coordination and diagnostics for donor-funded activities supporting facility access to essential medical supplies.
- Provided direct technical assistance to Nasarawa State Drugs and Medical Supplies Agency (NASDMA) management, rapidly optimizing their monitoring and evaluation of medication visibility.

DKT INTERNATIONAL, Nigeria

Analyst, Reproductive Health Programming (Apr 2018 - Jun 2020)

- Analyzed reproductive health commodity programming, gaining early exposure to social marketing, demand generation, and last-mile distribution models in the Nigerian health market.
- Led field-level data collection on contraceptive use and reporting that fed directly into programme-level decision-making.
- Sat on the pioneering launch team for the OraQuick HIV Self-Test introduction and scale-up in Nigeria, helping drive 35% adoption during the launch period by coordinating across government agencies, implementing partners, healthcare providers, and private-sector stakeholders on market access, demand generation, and integration of HIV self-testing into the national HIV response.
- Facilitated leadership and management training for 18 mid-level Federal Ministry of Health staff tasked with coordinating family-planning delivery across all 36+1 states.

EDUCATION

Ahmadu Bello University, Nigeria

MSc, Medical Microbiology, 2017

Federal University of Technology, Owerri (FUTO), Nigeria

B.Tech, Industrial Microbiology, 2014

CERTIFICATIONS

- Certificate in Project Management in International Development

CORE COMPETENCIES

- Strategic diagnostics & analysis: procurement/pricing variance analysis, facility-level stock and shelf-life analysis, root-cause diagnostics
- Data & digital systems: NHLMIS, DHIS2, LMIS, KoboToolbox/ODK, CRM platforms, digital inventory tracking
- Stakeholder synthesis & advisory communication: government and donor-facing correspondence, programme reports, escalation management
- Analytical deliverables: PowerPoint & Excel case-study decks, stock visibility dashboards, decision-journey mapping, formatted delivery and inventory models
- Cross-sectoral, multi-stakeholder engagement: SMOH, SDSMA, DMA, and donor relationships across 12 Nigerian states
- Languages: English (fluent), Igbo (fluent), Hausa (functional)