



MGA Consulting Ghana Limited
...partnering to grow your business



MGA CONSULTING GHANA LIMITED Company Profile.

MGA Consulting Ghana Limited

COMPANY PROFILE

www.mgaconsultingltd.com

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Mr. Michael Abbiw

FNIMN, MPhil, MCIM, ProM

CEO - MGA Consulting Ghana Limited.

CEO Message

It is my pleasure to introduce myself as the CEO of MGA Consulting Ghana Limited, a leading provider of professional business consulting services. We understand that every business has unique needs and challenges, and we are committed to working closely with our clients to understand their specific requirements and tailor our services to meet those needs.

It is said that "The best way to predict the future is to create it." At MGA Consulting Ghana Limited, we believe in the power of strategic planning and business development to create a positive future for your business. Our team of experienced consultants is ready to assist you with all aspects of your business, including strategic planning, business development, market research, and financial management. We also offer a range of specialized services such as HR consulting, marketing consulting, and Property sales and management services.

We understand that the business world is constantly changing, and there is a need to adopt the right strategy to stay relevant in the industry. Our team of experts will help you navigate the ever-changing business landscape and make informed decisions to drive your business forward.

We pride ourselves on our ability to deliver results, and we are confident that we can help your business achieve its full potential. Our team of experienced consultants has a wealth of knowledge and expertise to offer, and we are committed to providing our clients with the highest level of service.

We invite you to explore our website to learn more about the services we offer and how we can assist you in growing your business.

Partner with MGA Consulting to grow your business.

Mr. Michael Abbiw.



About

MGA Consulting Ltd.

"We guide clients through the thorniest business issues to arrive at workable solutions using deep industry specialization, world-class expertise, and profound thought leadership."

MGA Consulting Ghana Limited (MGA Consulting) is a fast-growing Management Consultancy firm that provides a range of services to businesses and organizations in and outside Ghana. With a team of experienced consultants focused on delivering results, MGA Consulting offers expertise in various areas, including business development, entrepreneurial support, sales and marketing, digital transformation, customer service, finance, and human resource management. We have always strived to bring a different perspective in the field of consulting, business, and capacity-building to our partners as we continue to constructively challenge standard patterns of thought and provide clients with new solutions to manage disruption and transformation. Through mutual trust and sustainable value addition to our clients, we partner with industry leaders, large companies, MSME/SMEs, non-profit stakeholders,

and other developmental agencies to enhance their impact and effectiveness.

Our goal is to provide holistic solutions that are relevant to our client's needs and impact their growth. Our solutions are not unilateral but collaborative as we earnestly discuss what has worked in the past and areas our clients feel they need help, thus focusing on a tailor-made solution to fill their gap.

We have developed a simple yet highly effective way of analyzing and proposing solutions. Our deep thought analysis of our client's situation ranges from distribution channels, MSME/SME development, manpower capacity, sales procedure, financial management, and customer service, among others. We then guide clients through the thorniest business issues to arrive at workable solutions using deep industry specialization, world-class expertise, and profound thought leadership.

Everything we do is underpinned by rigorous, relevant research by some of the best experts and trainers in Ghana and across the globe.



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Company History

2013

MGA Consulting was founded in 2013 with a mission of providing reliable and professional consultancy services to businesses to fulfill their diverse needs in a flexible and secure manner.

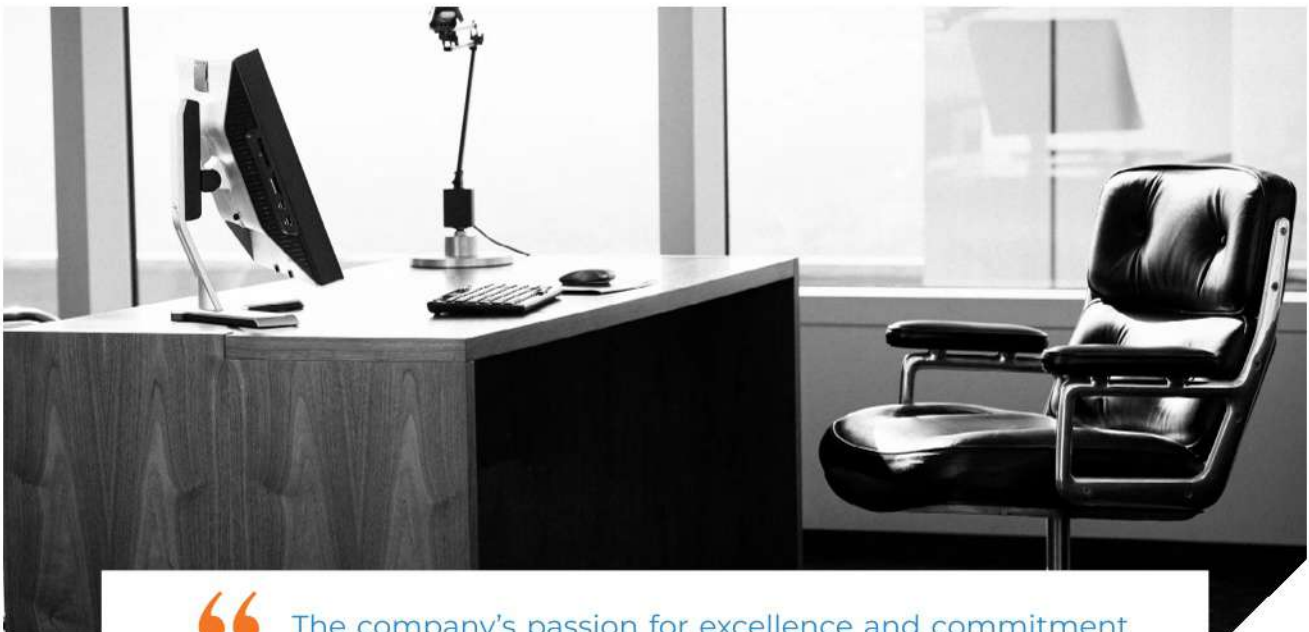
Initially, the company offered hire purchase services to its clients but soon expanded its services to include sales and marketing, training, and selling of security and real estate.

2015

In 2015, the company achieved a notable milestone by becoming a leading firm in the field of management and capacity building. MGA Consulting's commitment to providing world-class services has been the driving force behind its growth and success.

Present

The company has established itself as a trusted advisor to businesses, providing innovative solutions to complex business problems. With a team of experienced and knowledgeable professionals, MGA Consulting continues to deliver exceptional results for its clients.



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The company's passion for excellence and commitment to its mission has made it a trusted name in the industry.

Our Mission

To provide professional and reliable solutions within an inclusive environment aimed at positive organizational change.

Our Vision

MGA Consulting's vision is to become an International Management Consultancy with an indigenous identity, providing sustainable solutions and value for our stakeholders.

Our Core Values

Our **values** are the foundation of our company culture, guiding our actions and decisions in everything we do. As a global consulting firm, we are committed to leading with integrity and upholding the highest standards of excellence. Here at MGA Consulting, we are focused on:





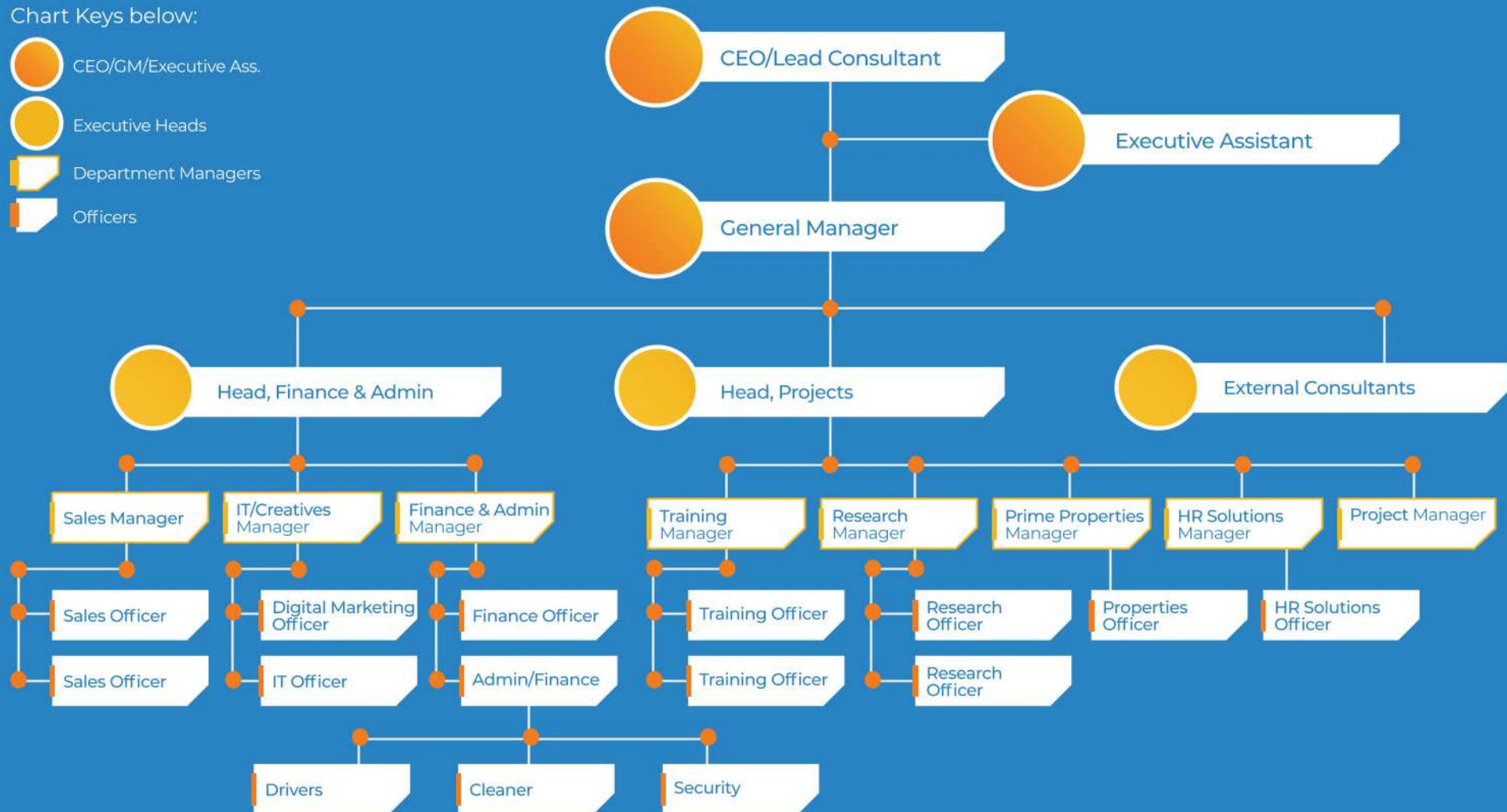
Our Staff

At MGA Consulting Ghana Limited, we work carefully to select the right personnel to effectively manage the interest of our clients. We believe that the human element is critical to our success. We, therefore, pay attention to the education, training, and development of our staff.

Our staff are professionals and abides by strict ethical guidelines, technical standards, and professional practices established by our organization. In addition to these standards, we have our set of professional practice and ethical codes that address important issues such as independence, confidentiality, and security of information, a ban on insider trading, and the avoidance of actual or potential conflicts of interest.

Organizational Structure

Chart Keys below:



This chart shows the organizational structure of MGA Consulting Ghana Ltd.

Our Promises



We are constantly evolving and innovating to ensure that our clients receive the best possible quality and value in our services.



We understand what we do best, so we assure you of the highest return on your investments, which surely impacts your bottom line.



We promise to assemble the best team with practical experience that can provide the best solution to any given situation. Bringing the best brains to resolve your issues is our priority.



We understand the changing dynamics of today's marketplace and we hereby, as part of our proposition, provide an ongoing impact assessment of our solution to ensure sustained and progressive results.

Our Services



ENTREPRENEURIAL SUPPORT & MSME/SME DEVELOPMENT

MGA Consulting focuses on providing specialized entrepreneurial support & MSME/SME development services that are designed to help businesses of all sizes and industries reach their full potential. We support in areas such as Business Model Generation, Lean Startup Methodology, SWOT Analysis, PESTLE Analysis, and Cost-Benefit Analysis. We conduct a thorough analysis of your business, including market trends, competition, and customer insights, to develop a comprehensive business plan that aligns with your goals and objectives.

DIGITALIZATION OF SME BUSINESSES

MGA Consulting is committed to providing comprehensive digitalization services for SME businesses to help them stay competitive in today's digital age. We help identify areas of business that can be improved through digitalization and develop a comprehensive strategy to implement the necessary changes. SMEs are trained to develop a digital marketing strategy to reach their target audience and increase brand awareness. Through data management, in-depth information is provided for small businesses to understand customers and improve business operations. Under our training programs, businesses are able to create and manage their social media presence to increase engagement and reach a wider audience.

ENTREPRENEURIAL TRAINING SERVICES

We design training programs to empower entrepreneurs and small business owners with the necessary skills and knowledge to succeed in today's competitive business environment. Our training programs are tailored to meet the specific needs of each business and are delivered by a team of experienced trainers and consultants. Our training programs include Business Planning and Strategy Development, Sales and Marketing, Financial Management, Lean Startup methodology, and Entrepreneurial Mindset. These training programs are designed to provide entrepreneurs with the tools and techniques necessary to develop a comprehensive business plan, conduct market research, improve their financial management skills, understand the basics of lean startup methodology, and develop an entrepreneurial mindset. We also provide ongoing support to ensure the implementation of the learned skills and achieve the desired business goals. We aim to empower entrepreneurs with the tools to achieve their full potential.

BUSINESS DOCUMENTATION SUPPORT

Our team of experts is well-equipped to provide comprehensive business documentation support services that will help ensure that a business is fully compliant with legal and regulatory requirements. Our services include the preparation of Business Plans, HR Manuals, Business Proposals, Training Materials, and Legal Documentation, such as Contracts, Agreements, and other legal documents. We also provide services in creating internal management documents such as Policies and Procedures, Operations Manuals, and Job Descriptions.

EQUIPMENT ACQUISITION SUPPORT

MGA Consulting assists businesses in identifying and obtaining the necessary equipment to support their operations and growth. Our services include conducting in-depth research and analysis of equipment needs, vendor selection and negotiations, equipment financing, installation, maintenance, and management. Our team assists clients to conduct a thorough assessment of their equipment needs, recommending options that align with their budget, industry, and business goals, and provide guidance on installation and maintenance to ensure optimal performance. Additionally, we offer training and mentoring services to help clients develop the necessary skills and knowledge to manage and maintain their equipment.

MGA MANAGEMENT CONSULTANCY

STRATEGY & DOCUMENT DEVELOPMENT SERVICES

We provide a research-based review of either an existing strategic plan, or business manual, or help to develop a comprehensive strategy based on the expectations of our clients. Using historic data, existing proven research and literature, and clients' capacities, we develop a roadmap to achieve the goals of businesses. We conduct staff audits, assess revenue generation plans, and review field plans to help companies improve their strategic, tactical, and operational strategy development. We are open to helping our clients develop Business Plans, Strategic Manuals, Operational Manuals, Digital Handbooks, Online Strategies, and HR Manuals among others to enhance the effectiveness of their business approach.

MANAGEMENT SUPPORT SERVICES

MGA Consulting's management support program is designed to build on managers to make them effective with their teams by providing them with the knowledge, skills, direction, and experience needed to cause the needed growth. We help organizations grow by providing them with the best skillset and strategic support in management, finance, human resource, operations, and other support service areas for success.

We understand the unique needs of every customer. To satisfy these unique needs of our clients, we tailor our services to suit them. We also offer the following additional services

1. Coaching and Mentoring
2. Business Development Solutions
3. Custom-Tailored Solutions

CULTURAL ORIENTATION SERVICES

Our cultural orientation services are concerned with assisting businesses that are dealing in the global marketplace and have a presence in Ghana. With the globalization of the world economy and the increased contact of personnel from different cultural backgrounds, our cultural orientation services help address the issues that arise with the communication and immersion of foreign nationals into the Ghanaian culture and way of life. We provide culturally appropriate negotiation strategies, preparation, planning, execution, follow-up, and cultural etiquette to foreign nationals who have been assigned to work in Ghana. This is to help foreigners avoid unnecessary frictions, disputes, misinterpretation, and communication breakdowns, which initially arise largely due to culturally different modes of communication and negotiations.

MGA SALES HUB

MGA Sales Hub is a subsidiary of MGA Consulting Ghana Limited. It is a specialized sales organization focused on providing an array of sales support services and solutions to organizations seeking to transform their sales performance. MGA sales hub is a platform that provides industry insights and best practices to coach sales professionals. It also aims to enhance their growth at every level, focusing on practical selling skills and ethics that are needed to thrive and become successful in business. We are committed to providing vital corporate advisory in sales, and business strategy as well as comprehensive sales solutions for today's Ghanaian businesses within today's highly competitive market space.

CAPACITY BUILDING IN SALES

MGA Consulting adopts an experiential-based and participant-centered approach in delivering our training services. The process used in the delivery/modes of instruction incorporates theory and practical skill sessions. To enhance training outcomes, theory sessions comprise classroom-based lecture that is interspersed with discussions, scenario-based video clips, and PowerPoint slides format. This aims to enhance participants' knowledge and abilities in terms of problem-solving and effective services to help grow your business. We strive to make our training programs interactive and intellectually stimulating. The training programs are delivered using case studies, presentations, assignments, and pictorials. These are either preceded or followed by individual or group exercises. Such exercises provide opportunities for enhanced knowledge in dealing with modules of business growth.

SALES TALENT SEARCH AND RECRUITMENT

For most organizations, a high-performing sales team is crucial to the success of their business to ensure targets are met and boost future growth. In a tough economic climate, hiring managers can be cautious to increase headcount and want to be confident that any new hires will add immediate value. MGA Sales Hub over the years has provided end-to-end, real-time recruitment solutions for top, middle, and lower-level staff in sales for organizations. We pride ourselves on our extensive database of over 2,500 skilled salespeople of all levels who are open to considering new opportunities.

But we do not stop there; we make sure that we actively network with sales candidates and employers to ensure the optimum match of skills, experience, and personalities. Working behind the scenes, we assist companies to grow through smart and effective sales recruiting for positions at every level. With our expertise and understanding of sales, matched with the competencies required, we have comprehensive assessment systems for our sales recruiting process.

HR SOLUTION SERVICES

STRATEGY & DOCUMENT DEVELOPMENT SERVICES

Our HR solution services are based on the firm's understanding of a client's operation and through that, we source and hire experienced staff, provide the best training, and enable them with the right technology to work to achieve agreed performance indicators.

HUMAN RESOURCE ADMINISTRATION

At MGA Consulting, our philosophy is to go beyond conventional ways of managing people, thus we advocate for solutions that not only meet client challenges but align these solutions to organizational vision, strategy, and culture.

Specifically, we offer the following HR administration services:

1. General Support (HR Document Review, Drafting Correspondences)
2. Payroll Administration
3. Leave Management
4. Relieving Services
5. HR Liaison Services
6. Staff Onboarding and Offboarding

TALENT SEARCH AND RECRUITMENT

MGA Consulting Ghana Limited provides end-to-end, real-time recruitment solutions for top, middle, and lower-level staff for organizations of all industries. Working behind the scenes, we assist companies to grow through smart and effective recruiting for positions at every level.

We offer non-sales recruitment services to industries including:

1. Manufacturing
2. Commerce
3. Construction
4. Education
5. Financial/Professional Service
6. Catering

HR POLICIES AND PROCEDURES

We assist our clients' operations by developing sound HR policies and procedures to enable them to implement a work culture that works for all. We conduct reviews, updates, and redevelop procedures and policies that aligns with legal frameworks and the desire of our clients to reach their goals.

We ensure to make this happen by conducting the following.

1. HR Policy Development and Review.
2. HR Audit.
3. Development of Comprehensive HR Documents.

PERFORMANCE MANAGEMENT

Our performance management encompasses all activities with regard to goal setting, progress review, communication, feedback and coaching for improved performance, implementation of employee development programs, and reward system.

We offer the following under our Performance Management Scheme:

1. Performance Management Review and Implementation of New Frameworks.
2. Setting KPIs.
3. Performance Appraisal Management.
4. Reward Scheme Management.

HUMAN RESOURCES INFORMATION SYSTEMS (HRIS)

Human Resources Information Systems streamline day-to-day employee administration and increase the communication ability of organizations. MGA Consulting employs the best HRIS that suits our client's businesses.

MGA PRIME PROPERTIES

PROPERTY ACQUISITION

Our company specializes in providing property acquisition services to clients. This includes identifying potential real estate opportunities, negotiating deals on behalf of clients, and ensuring the legal aspects of the acquisition process are properly handled. Working with a wide range of different property types, including residential homes, commercial buildings, and land, has given us extensive experience. We help clients navigate the complexities of the real estate market to find the ideal property for their needs.

PROPERTY RENTAL

Our company offers expert property rental consulting services to assist clients in the field of real estate leasing and rental. Our services include identifying potential rental properties, negotiating rental agreements, managing the rental process, and providing advice on legal and financial matters related to property rental. We are confident that our property rental services are beneficial for landlords looking to maximize their rental income and minimize their risks. It is also beneficial for tenants seeking the best rental options available.

MGA OUTSOURCING

Our company specializes in providing property acquisition services to clients. Our company specializes in providing outsourcing consulting services to organizations seeking to improve their operations and reduce costs through the strategic use of external vendors and service providers. Our outsourcing program is based on our understanding of the client's operation and through that, we source and hire experienced staff, provide the best training, and equip them with the right resources and technology to work to achieve agreed performance indicators.

We offer comprehensive advice on all aspects of outsourcing, including vendor selection, contract negotiation, and the management of outsourcing processes. Additionally, we provide guidance on legal, financial, and other issues related to outsourcing, and assist with the evaluation of outsourcing results. Through our outsourcing consulting services, we can help organizations enhance their efficiency and competitiveness.



Industry Focus

As a reputable management consulting and capacity-building firm, we offer a comprehensive range of services to various industries. We specialize in serving the following sectors: Private Organizations, Government and Public sector, MSMEs/SMEs, Agriculture, Real Estate, and Financial Institutions.

PRIVATE ORGANIZATIONS

MGA Consulting with a deliberate effort is focused on serving private organizations in various industries. We understand the unique challenges and needs private organizations face which ranges from market competition, changing regulations, and shifting customer demands. Our goal is to provide our clients in the private sector with the tools and strategies they need to overcome these challenges and achieve their business objectives.

Our industry focus on private organizations has allowed us to develop a wealth of knowledge and expertise in this field.

We have extensive experience working with a wide range of private organizations, including startups, mid-sized businesses, and large corporations. We are committed to providing our clients with the highest level of service and support, and we approach each engagement with a collaborative, customer-centric mindset.

Whether our clients are looking to improve their operational efficiency, enhance their customer experience, or increase their market share, we have the expertise and experience to help them achieve their goals.

“ Our goal is to help our clients navigate the complexities of their respective industries and to provide them with the tools and resources they need to succeed.

GOVERNMENT & PUBLIC SECTORS

We provide solutions to government agencies and public institutions to meet their goals while complying with regulations and laws. Government agencies and public institutions directly impact the well-being of the communities they serve. As such, we strive to provide tailored solutions that address their unique needs and challenges. Our team has extensive experience working with government agencies and public institutions and understands the complexities of the regulatory environment. Whether it is through process improvement, cost management, or compliance support, we are dedicated to delivering results that help our clients meet their goals and serve their communities more effectively. We are committed to making a positive impact on society and helping our clients achieve their mission.

MICRO, SMALL AND MEDIUM ENTERPRISES (MSMES)/ SMALL AND MEDIUM ENTERPRISES (SMES)

MSMEs/SMEs are the backbones of the Ghanaian economy, and we understand the unique challenges that they face, from limited resources and access to capital to intense competition and a rapidly changing business environment. We provide a range of consulting services to help MSMEs/SMEs improve their operations, increase efficiency, and compete more effectively. This includes services such as market research, strategic planning, and business process improvement. We provide expert guidance and support to help MSMEs/SMEs improve their operations, increase productivity and profitability, and expand their customer base. Our goal is to help MSMEs/SMEs achieve sustainable growth and long-term success in their industry.

FINANCE

The finance industry is a highly regulated and complex field that requires a deep understanding of financial markets, financial products and services, and regulatory compliance. MGA Consulting as a firm typically provides a wide range of services to help companies navigate these complexities and make strategic decisions that drive growth and profitability. These services include risk management, compliance, sales and marketing, financial modeling and forecasting, acquisitions, corporate finance, and digital transformation. We help finance companies identify and manage risks associated with their operations, navigate the regulations, create financial models and projections, navigate the complexities of mergers and acquisitions, raise capital, manage debt, and implement digital technologies to improve efficiency and customer experience.

AGRICULTURE

The agriculture industry contributes significantly to the country's GDP and provides employment opportunities for many Ghanaians. The industry faces several challenges, including access to finance, inadequate infrastructure, and low productivity. MGA Consulting helps farmers and agribusinesses overcome these challenges by providing expert advice and support on a variety of topics such as business planning, market research, financial management, and supply chain management. We also help farmers and agribusinesses access the resources and funding they need to grow and expand their operations.

Furthermore, as a consulting firm, we provide training and education programs to help farmers and agribusinesses to improve their skills and knowledge in areas such as sustainable farming practices, agro-processing, and food safety. These services help farmers and agribusinesses to improve productivity and increase their revenue.

REAL ESTATE

The real estate industry is a dynamic and fast-paced field that is constantly evolving. As real estate brokers, we provide a wide range of services to clients, including the sale of individual and estate properties, the sale of litigation-free lands, office space leases, and apartment sales and rentals. However, this industry is not without its challenges. The real estate market is affected by many factors such as economic fluctuations, government policies, and demographic changes. We navigate these challenges to provide our clients with the best possible service. To ensure that our clients receive the best possible service, we stay up-to-date with the latest trends and developments in the real estate industry.

This helps us to identify opportunities and provide innovative solutions to our clients. We work closely with clients to understand their needs and develop customized solutions that meet their unique requirements. Our goal is to provide our clients with exceptional customer service and help them achieve their real estate goals. Whether looking to purchase a new property, rent an apartment, or lease office space, we are here to help at every step of the way.

Why choose MGA



EXPERTS



Our experts are industry-trained and with a minimum of 15 years of professional experience. They are at the top of their game. They share experiences and bring to the table practical technical knowledge to enable you and your team to Grow your Business FAST.

PROCESSES



We have developed a simple yet effective way of understanding our clients' needs and helping them develop robust competitive advantage through thought-driven processes that stand the test of time.

SUSTAINABLE GROWTH



We help you achieve sustainable, organic growth by putting your goals and activities at the center of our delivery. We offer exceptional insights that enable businesses to realize their full operational potential.

OPTIMUM OUTPUT



We bring to the table unrivaled capabilities, tools, technologies, and talent to every engagement, augmented by our data-driven approach to optimizing our engagement solutions.

PROMISING AND RELIABLE OUTPUT



We help organizations improve performance by giving them quality and value-for-money services. We combine strategic thinking with precise, hands-on experience of processes, assets, and people to service delivery.

Our Experts



MGA Consulting uses a unique team of experts with rich industry experience and knowledge in the field of Professional and Business Development, Sales and Marketing, HR, Finance, Customer Service, and Entrepreneurship.



Our experts are high-performing professionals with a minimum of fifteen (15) years of field experience



The team is dedicated to helping our clients realize their growth goals through the development of robust solutions and plans that yield desired results.



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Our Lead Consultant

MICHAEL ABBIW, our Lead Consultant, is a certified trainer, a mentor, a Chartered Marketer, and a full member of the Chartered Institute of Marketing (MCIM) – UK and Ghana (MCIMG) with over eighteen (18) years of professional experience cutting across sales, strategy development, management consulting, insurance, and business development, he has been responsible for developing and implementing various business strategies for revenue growth and organizational performance for diverse sectors of the Ghanaian Industry.

Prior to dedicating himself to helping organizations build organizational performance within the sub-region

Michael worked with various companies holding managerial roles in various insurance/banking organizations such as GG Credit Microfinance Limited (Managing Director), Ghana Union Assurance Limited (Head, Business Development), RegencyNem Insurance Co. Ltd. (Head, Business Development), CDH Life Assurance Company Limited - (Chief Marketing Officer), KEK Insurance Brokers Ltd (Business Development Manager). Michael serves on and chairs various boards; private, state, and non-governmental. Starting his career as a sales executive through to the role of Chief Executive Officer, Michael has developed various capacities through learning and practical field experiences that create a better understanding for him to deliver the best for our clients. He presents knowledge about organizations that usually disrupt organizational thinking positively for sustained sales and marketing success. As a consultant, Michael has

built the capacity of various sales and operational staff of Leading institutions such as delivering various training programs for the National Insurance Commission (NIC), Ghana Insurance College (GIC), National Board for Small Scale Industries (NBSSI), GIZ amongst other institutions. Michael trains over 2,000 professionals annually and advises partner companies on multi-channel marketing initiatives, and sales strategies, providing human resource solutions and general management support. He is known for his support for sales growth, talent development, change management, adaptability, organizational structures, and strategic thinking.



Our Commitment To Clients

As a company, we are dedicated to upholding the highest standards of service and support for our clients. We recognize that our clients trust us to help them achieve their goals and objectives, and we take this responsibility seriously.

We are committed to exceeding our client's expectations and earning their trust by consistently delivering on our promises and providing timely and effective solutions to their challenges. We believe that our commitment to excellence sets us apart from our competitors, and we are dedicated to providing our clients with the best possible experience.



Our Commitment To The Society

As a company, we are dedicated to being responsible and socially conscious members of the community. We understand that our actions and decisions have an impact on society, and we strive to make a positive contribution.

We are committed to conducting our business in an ethical and sustainable manner, and to supporting causes that align with our values and goals. We believe that by working together with our employees, customers, and partners, we can make a meaningful difference in the world and contribute to a better future for all.

Our Track Record

Records of Training and Capacity Building (including Coaching and Mentoring)

NOV 2023 – DATE

- **NATIONAL INSURANCE COMMISSION(NIC)/UNDP**
Recruitment Of Consultant Legal, Regulatory, And Institutional Review To Identify Gaps And Opportunities In Support Of The Development Of An Inclusive Insurance Regulatory Strategy And Roadmap

SEPT 2023 – NOV 2023

- (GIZ)
Event Management of the Ghana Digital Innovation Week 2023 for Digital Transformation Center

OCT 2023

- (GIZ)
Consultancy to Conduct Assessment of Potential Partners' Financial Institutions for The Support to Support the Private and Financial Sectors in Ghana Programme.

SEPT 2023

- GIZ
Consultancy Contract for Conducting Needs Assessment for Informal Coaching and Mentorship in Women-Led Enterprises.

DEC 2022

- **WORLD BANK/ MOF/GEA**
Provision of Entrepreneurial and Business Skills Training in the Western Sector (Western, Western North, Bono, Bono East, and Ahafo Region)

FEB 2023 -

- **GERMAN SPARKASSENSTIFTUNG (DSIK)/GHANA CO-OPERATIVE CREDIT UNIONS ASSOCIATION (CUA)**
Facilitate A Trainer of Trainers (Tot) Workshop For The Credit Union Association of Ghana.

JUNE 2023

- **NATIONAL PETROLEUM AUTHORITY(NPA)**
Training of National Petroleum Authority Staff on MGA Enhancing the User Experience

FEB 2023

- (GEA)/GIZ
Women SME Innovation Programme – Digitalised for Jobs
(D4J)

FEB 2023 – DATE

• GIZ/GEA

Women SME Innovation Programme – Digitalise for Jobs

(D4J)

DEC 2022 – DATE

• WB/MOF/GEA

Provision of Entrepreneurial And Business Skills Training in the Western Sector (Western, Western North, Bono, Bono East, and Ahafo Region)

300 participants

APR 2022

• GEA/MASTERCARD FOUNDATION/DTC

Access to Market and Market & Digitalization Masterclass

300 Participants

FEB 2021 – APR 2021

• GIZ/ NBSSI/MASTERCARD FOUNDATION

COVID-19 SME Innovation and Digitalisation Support Scheme

500 participants

SEPT 2020 – JUNE 2021

• GIZ/IBAG

Training of Compliance with Anti-Money Laundering/ Combating of Terrorism and the Proliferation of Mass Destruction

166 Participants

SEPT 2021 – MAY 2022

• GIZ/NAGIA

Training of Insurance Agents of Ghana on Efficient Sales and Marketing

1000 Participants

2021

• BEST POINT SAVINGS AND LOANS COMPANY LIMITED

Designed and Implemented sales and marketing training programs for selected staff across the country.

2020

• WB/MOF/GEA

Provision of Entrepreneurial And Business Skills Training in the Western Sector (Western, Western North, Bono, Bono East, and Ahafo Region)

300 participants

• GLICO GENERAL INSURANCE COMPANY LIMITED GHANA

Designed and Implemented sales and marketing training programs for all revenue generation staff of the company.

55 Participants

DEC 2020

• ACCESS BANK LIMITED AND CORONATION INSURANCE GHANA LIMITED COMPANY LIMITED

Designed and Implemented sales and marketing training programs for all Bancassurance staff of the company.

20TH & 27TH MAR 2021

• BEST POINT SAVINGS AND LOANS COMPANY LIMITED

Designed and Implemented sales and marketing training programs for selected staff across the country.

25TH – 28TH NOV 2020

• BEST POINT SAVINGS AND LOANS COMPANY LIMITED

Designed and Implemented sales and marketing training programs for selected staff across the country.

57 Participants

6 MONTHS CONTRACT

- **GLICO GENERAL INSURANCE COMPANY LIMITED GHANA**

Designed and Implemented sales and marketing training programs for all revenue generation staff of the company.

55 Participants

DEC 2021

- **NATIONAL PETROLEUM AUTHORITY (NPA)**

Training of Selected Staff across the Various Branches of the Company

50 Participants

JUNE 2020

- **GHANA ENTERPRISES AGENCY (GEA) THEN NBSSI**

FREE Webinar Training

80 Participants

3 DAYS

- **CORISK (NIGERIA)**

Assessment of Organization Structure and Office Procedures

3 participants

2 DAYS

- **ENTERPRISE INSURANCE COMPANY LIMITED GHANA**

Training of Sales Executives and Sales Managers of the company

55 participants

3 DAYS TRAINING SESSION

- **NATIONAL INSURANCE COMMISSION GHANA**

Facilitated a Nationwide Sales and Marketing Staff Capacity Building Session (for selected branch managers of Insurance Companies)

120 Participants

2 DAYS

- **BEST POINT SAVINGS AND LOANS COMPANY LIMITED**

Designed and Implemented sales and marketing training programs for selected staff across the country.

1-DAY TRAINING SESSION

- **DONEWELL INSURANCE COMPANY GHANA**

Facilitated the training of annual capacity building session for the company's sales agents

89 Participants

3 DAYS TRAINING SESSION

- **NATIONAL INSURANCE COMMISSION / GHANA INSURANCE COLLEGE GHANA**

Facilitated a nationwide sales and marketing staff capacity building session (for Heads, Sales, and Marketing of all Life & Non-Life Insurance Companies) as a resource person for GIC.

89 Participants

**21ST – 22ND JAN 2020
30TH – 31ST FEB 2020**

- **REPRESENTATIVES FROM VARIOUS COMPANIES**

Designed and Implemented sales and marketing training programs for sales and marketing staff of various organizations

60 Participants

2 DAYS TRAINING SESSIONS

- **ENTERPRISE LIFE ASSURANCE CO. LTD GHANA**

Conducted Capacity building for Sales Managers and Branch Managers across Ghana.

90 Participant

1 DAY

- **STAR ASSURANCE COMPANY LIMITED GHANA**

DSales and Marketing Agents Skill Development Training for Sales Agents

30 Participants

22ND – 4TH MAR 2020

- **NSIA INSURANCE COMPANY LIMITED**

Designed and Facilitated sales and marketing training sessions for staff

13 Participants

5TH AND 6TH MAR 2020

- **GHANA INSURANCE COLLEGE (GIC)**

Developed and Facilitated a training session for Insurance Market Professionals

15 Participants

JUNE 2020

- **REPRESENTATIVES OF VARIOUS ORGANIZATIONS**

Organized a Free Public Training Online

142 Participants

23RD - 25TH JUN 2020

- **GHANA INSURANCE COLLEGE (GIC)**

Facilitated Webinar Sessions for Insurance Market Professionals

35 Participants

18TH AND 19TH JUN 2020

- **GHANA INSURANCE COLLEGE (GIC)**

Facilitated Webinar Sessions for Insurance Market Professionals

100 Participants

3RD - 5TH JUN 2020

- **GHANA INSURANCE COLLEGE (GIC)**

Facilitated Webinar Sessions for Insurance Market Professionals

60 Participants

MAY, JUN 2020

- **IN-HOUSE TRAINING FOR VARIOUS ORGANIZATIONS ACROSS VARIOUS INDUSTRIES.**

Organized and Facilitated exclusive Training Sessions for representatives of certain organizations.

335 Participants

OCT 2019

- **SAFEGUARD INSURANCE BROKERS LIMITED**

Organized and Facilitated Training Sessions for Top And Middle-Level Managers.

3RD-4TH SEPT 2020

- **GLICO GENERAL INSURANCE COMPANY**

Designed and Trained staff of the company.

34 Participants

6 MONTHS

- **LOYALTY INSURANCE COMPANY LIMITED**

Designed and Implemented Capacity Building Programs for all levels of Management.

SEPT 2020 – JUNE 2021

- **GIZ/IBAC**

Training of Compliance with Anti-Money Laundering/ Combating of Terrorism and the Proliferation of Mass Destruction

166 Participants

SEPT 2021 – MAY 2022

- **GIZ/NAGIA**

Training of Insurance Agents of Ghana on Efficient Sales and Marketing

1000 Participants

Records of Business Strategy Development and Document Preparation

OCT. 2022 - DATE

- **GIZ/CIIG LIMITED**
Development of Reference Manual for the Chartered Institute of Insurance, Ghana

OCT. 2022 - DATE

- **GIZ/CIIG**
Development of an ABC of Insurance Handbook for the Chartered Institute of Insurance, Ghana

SEPT – NOV. 2022

- **GAMC/GIZ**
Institutional Assessment and Strategic Plan Development For Ghana Association of Microfinance Companies (GAMC)

NOV 2021 – JUL 2022

- **GIZ/GIFEC/DTC**
Designed and Implemented Capacity Building Programs for all levels of Management.

50 DAYS

- **GIZ/GHAMFIN/ FOMFI**
Feasibility Study For A Proposed Merger Of Selected Female Owned Microfinance Institution In Ghana

SEPT 2021 – FEB 2022

- **DSIK/CUA**
Development of MSME Strategy for Credit Union in Ghana

5 MONTHS CONTRACT

- **SAFEGUARD INSURANCE BROKERS LIMITED**
Development of Strategic Documents, Recruitments, Training, and Coaching of all level staff.

1 MONTH

- **GHANA CYLINDER MANUFACTURING COMPANY (GCMC) LIMITED**
Development of Strategic Document

1 YEAR CONTRACT

- **PROGRESSIVE INSURANCE SERVICES LIMITED**
Development of Strategic Document and Implementation of Document

1 MONTH

- **SICLIFE INSURANCE COMPANY LIMITED**
Development of Strategic Document (BCP)

1 MONTH

- **DONEWELL INSURANCE COMPANY LIMITED**
Development of Strategic Document (BCP)

1 YEAR

- **KEK INSURANCE BROKERS LIMITED**
Development of Strategic Document and Implementation of Document

1 MONTH

- LOYALTY INSURANCE COMPANY LIMITED
Developed a Strategic Document for the Company

1 MONTH

- PRUDENT CONSULT LIMITED
Developed a Strategic Document for the Company

2 MONTHS

- GHANA ENTERPRISES AGENCY (GEA) THEN NBSSI
Lordship Insurance Brokers & Consultancy Limited

1 YEAR

- SECURISK INSURANCE BROKERS LIMITED
Development and Implementation of Strategic Document
35 participants

9 MONTHS

- GLICO GENERAL INSURANCE CO. LTD.
Development and Implementation of Strategic Document

1 MONTH

- CORISK (NIGERIA)
Assessment of Organization Structure and Office Procedures

Our Clients Base



DR. JOSEPH YENSU

BOARD CHAIR

Dr. Joseph Yensu is a versatile and accomplished finance professional who brings a wealth of experience and expertise to both academia and industry. With a Ph.D. in Finance (Corporate Finance) from the UK, a Diploma in Economics and Finance, and an MBA in Finance, Dr. Yensu has extensive knowledge of finance and economics. He has served in a number of academic and leadership positions, including Vice Dean at the Faculty of Entrepreneurship & Enterprise Development at Kumasi Technical University and Chief Executive Officer at the Yensu Centre for Community Development (NGO). Additionally, Dr. Yensu has also worked in industry, serving as the Board Chairman of Darnest Company Limited. In his work as a lecturer, Dr. Yensu has been a part-time instructor at the KNUST School of Business and has also coordinated the Disney World Internship Programme in the USA. With his membership in the British Accounting and Finance Association and the Professional Network Academic in Ghana, Dr. Yensu is a well-connected and respected professional in both academia and industry.



MICHAEL ABBIW

CHIEF EXECUTIVE OFFICER (CEO)/
BOARD MEMBER

Michael Abbiw is a certified trainer, a mentor, and a full member of the Chartered Institute of Marketing, UK, and Ghana with over 18 years of Management, and Leadership Experience in entrepreneurship, business development, sales, and marketing. Before joining MGA Consulting, he held various senior management roles in various sales and marketing organizations. Starting his career as a sales executive through to the role of a Chief Executive Officer of his own firm, Michael has developed various capacities through learning and practical field experiences that create a better understanding for him to deliver the best for our clients in the field of sales and marketing. He serves on various boards of various organizations providing strategic directions to those organizations. He presents knowledge about organizations that usually disrupt organizational thinking positively for sustained organizational growth and development.

**ROBERT AMPONSAH**

BOARD MEMBER

Robert Amponsah is a highly qualified and experienced business development specialist with a strong background in both academia and industry. He holds a Ph.D. in Business Administration with a major in Marketing Innovation, a Master of Philosophy in Leadership, a Master of Science in Global Marketing from Cambridge University in the UK, and a Post Graduate Diploma in Marketing. Robert has served as a lecturer at the University of Professional Studies and Marshalls University College. He has also worked as a Senior Consultant for Research and Projects at International Business Group Ghana and served as a tutor at the Chartered Institute of Marketing (CIM) in the UK. He was a Managing Partner of Equatorial Consult Limited and the Operations Manager at Dannex Pharmaceuticals. Robert is a respected member of several professional organizations including the Chartered Institute of Marketing UK, the Digital Marketing Institute, and the Market Research Society UK. With his unique blend of education and experience, Robert is well-equipped to drive business growth and success.

**EDMOND HAGAN**

BOARD MEMBER

Edmond Hagan is a highly educated and experienced academic in the field of economics. He holds a Ph.D. in Economics from the University of Leicester Business School, and an M.Phil in Economics from the African Economic Research Consortium in Nairobi, Kenya. Currently, he is a senior lecturer at Methodist University where he imparts his knowledge and expertise in economics to students. Edmond is a well-rounded economist with a focus on the management of new ventures, innovations, growing small businesses, labor economics, and business economics. His wealth of experience and expertise make him a valuable asset to any institution or organization.

**JUSTINA ABBIW**

BOARD MEMBER/ SECRETARY

Justina Abbiw is an accomplished HR practitioner and administrator with a decade of experience in the finance sector. She currently holds the position of General Manager at MGA Consulting Ghana Limited. Prior to this, she served as the HR & Administration Manager for MGA Consulting. Justina began her career as a Human Resource Officer for Quality Insurance Company Limited in 2010 and later worked as a Learning and Development Officer for Erstwhile Capital Bank (now GCB Bank Ghana Limited). She holds a Bachelor's degree in Business Administration (Human Resource Management) from the Methodist University College Ghana, as well as a Higher Diploma and Diploma in Human Resource Development and Marketing from the London Center of Marketing in the UK.

Comments

From Partners

“

“We are very grateful to MGA for such insightful and impactful training. I want to promise you that the ideas and strategies you have invested in us will yield a great result.” **George**

“

“Great to have you as our trainer. Looking forward to another interaction with MGA's training. Good job Michael.” **Ernest**

“

“Excellent delivery. Good control of issues/topics. Ability to make participants reason and contribute.” **Clara**

“

“Thanks for imparting so much knowledge. I really feel equipped to lead and manage my team from henceforth.” **Esther**

“

“It was a great session with you, Michael. Thank you for the knowledge you shared. It will certainly impact our business.” **Dennis**

“

“It has improved and enlightened my understanding in the field of sales and marketing, more importantly, leads generation. Thank you, Mike.” **Ignatious**

“

“He is well learned and has a high level of exposure. He was able to carry everyone along, which makes the seminar lively. Thanks for the new knowledge you have impacted in me, it will forever be in my head.” **Gloria**

“

“Overall, the training was relevant and very practical in helping me to prepare effective marketing plans and strategies going forward and to implement the plan to achieve my target.” **Labriane**

“

“Trinity Insurance Brokers is grateful for the opportunity to learn from the best and equip our skills in sales. You will be seeing the results very soon.” **Joseph**

