

CHIKE UZOKA

WHO I AM: *With a strong passion for helping entrepreneurs, I am a Certified Business Coach & business owner, commercial real estate agent, public speaker, and writer. As the Founder of Valentine Global, LLC, I specialize in creating programming that promotes legacy building for communities of color and teaches the importance of multiple streams of revenue.*

AREAS OF EXPERTISE

- Business Coaching & Small Business Development
- Project & Program Management
- Strategic Business Planning
- Curriculum Design & Implementation
- Public Speaking and Facilitation

CAREER HIGHLIGHTS:

- Trained **over 1,000 potential and existing entrepreneurs** in starting and growing their business ideas
- Author of **2 published books** on entrepreneurship: "The Young Man's Guide to Entrepreneurship: 16 Things You Need to Know" and 'Passions to Profits' in "Boys to Men: The Guide for African American Boys"
- Large footprint and strong network of **over 150 organizational partners** and clients in the Greater NYC/Newark, NJ area, including Mentoring USA, NASDAQ, Eagle Academy, World of Money, Montclair NAACP, NJIT, Rutgers Newark, and The United Way

EDUCATION

NEW JERSEY INSTITUTE OF TECHNOLOGY
Bachelor of Science, IT
Minors in Management & Literature

TEACHING EXPERIENCE

- Entrepreneurship & Economic Empowerment (*Rutgers U. Newark*)
- 'Handling Your Business' Small Business Course (*City of East Orange Youth Summer Employment Program*)
- Urban Entrepreneur Development Institute & Entrepreneurial Readiness Series (*GNEC*)
- 'Plan and Pitch Bootcamp' Series (*The United Way*)
- Money and Business Summer Financial Institute (*World of Money*)

PROFESSIONAL EXPERIENCE

NEWARK COMMUNITY ECONOMIC DEVELOPMENT CORP. **2019 - current**
AVP, BUSINESS DEVELOPMENT & ENTREPRENEURSHIP, Newark, NJ

- Utilize entrepreneurial skills as a strategic planner, project manager, organizer, and partnership developer to bring value to organization
- Work towards organization's and city's goals for city-wide business development through trainings, resources, and helping create a collaborative environment for entrepreneurial support
- Network internally and externally to aid in identifying new growth opportunities for stakeholders, customers, and community partners

VALENTINE GLOBAL, LLC **2010 - 2019**
CHIEF INNOVATION OFFICER, Newark, NJ

- Designed and facilitated entrepreneurial seminars, workshops, and courses, including the "Plan and Pitch Bootcamp Series," an interactive 4-to 8-week course geared to giving potential and existing entrepreneurs the tools they need to create viable businesses
- Coached and supported youth and adult entrepreneurs in strategic planning and implementation, marketing strategies, partnership development, and raising capital
- Provided keynote addresses and public speeches for a wide range of entrepreneurial-focused events, professional seminars, and graduations

GREATER NEWARK ENTERPRISES CORPORATION **2011 - 2017**
UEDI & TBSI PROGRAM MANAGER, Newark, NJ

- Managed and helped expand both Urban Entrepreneur Development Institute and Technology Business Support Initiative Programs
- Forged over 100 new public and private sector partnerships, increasing the local reach and impact of the organization
- Educated business owners through one-on-one business plan reviews, credit consultations, and all facets of strategic business planning

UNITED WAY OF ESSEX & WEST HUDSON **2011 - 2014**
HANDLING YOUR BUSINESS™ PROGRAM MANAGER, Newark, NJ

- Designed and facilitated entrepreneurial seminars, workshops, and courses, including the "Plan and Pitch Bootcamp Series," an interactive 4-to 8-week course geared to giving potential and existing entrepreneurs the tools they need to create viable businesses

COMMUNITY INVOLVEMENT

- **ESSEX CO. WORKFORCE DEVELOPMENT BOARD 2014 - Present, Member:** *Policy-making body on workforce development responsible for creating strategies that meet demands of Essex County employers & employees.*
- **NJIT YOUNG ALUMNI STEERING COMMITTEE 2006 - Present, Member:** *Help plan gatherings & fundraising initiatives for alumni community.*