

Nii Amar Laryea

Dedicated management professional with 7+ years' experience in consulting to CTOs, founders, development and eCommerce and fintech operations teams. I have co-founded 2 businesses and work with a network of pan African professionals, on different projects.

EXPERIENCE

Ultraswift, South Africa, Ghana

Director
Apr 2018 - Present

Ultraswift is a digital business consultancy. We help businesses, people and groups, to connect, grow and sell online. Some of the clients I work with on different projects, in different roles, are listed below :

Peach Payments, South Africa

Consultant - Sales and Account management (Contract basis - annually reviewed)
September 2015 - Present

Peach Payments is a payment service provider that enables businesses to digitise their payments collections in a seamless, simple, secure and compliant manner. Peach operates in South Africa, Kenya and Mauritius.

- Sales and account management planning, strategy, team onboarding that resulted in team growth from 4 to 106 and business growth by 100% year on year from 2015 - 2020
- Provide technical support to developers and business owners, to integrate payments seamlessly and securely via API and plugins, into their WordPress, Magento, Shopify and custom built native mobile and web applications
- Cross functional team member tasked to implement SME strategy to diversify merchant base (SME portfolio now includes 1000s of online businesses from 2020 till date)
- Compiling training documentation to help new merchants and team members understand, support and implement payments integrations
- Contributed to projects on cross functional teams For eg. Sales cross-functional team member supporting Postilion and Altech connector migrations, supporting product and design teams on merchant hierarchy project, supporting PCI DSS compliance project and others)

Artisans In Africa / AYA Africa, South Africa, Ghana

Co-Founder and Product Owner
July 2016-Present

Artisans In Africa is a platform that tells the stories of African artisans in order to create a community of support for their craft and showcase them worldwide, online.

- Built Squarespace MVP landing pages for marketing and lead conversion (for corporate beaded gift orders)
- Spec, design, maintenance and WordPress configuration for AIA commerce and content website (IP later transferred to aya.africa)
- Raised pre-seed VC funding round (2020) and grew vendor base to 150 in 8 months and secured partnerships to grow vendor business (Women Enabled Enterprises) and to grow customer base (UJU Rewards) from 2021-2023

SKILLS / TRAINING

- Professional Agile (People, processes and technology facilitation)
- Technical Sales and Account Management
- Marketing Management
- UAT Software testing
- WordPress website Design
- Photoshop Graphic Design

CERTIFICATIONS

Licenses & certifications



Introduction to Digital Payments
Udemy
Issued Oct 2020 - No Expiration Date
Credential ID UC-bfb79bc8-f004-4005-9632-d7cc21c674
See credential



Certified Professional Agile Scrum Master
Professional Agile Global
Issued Aug 2020 - No Expiration Date
See credential



International Scrum Master
International Scrum Assembly™
Issued Jul 2019 - No Expiration Date
Credential ID 1065e6f8e5a6ba
See credential



Google Digital skills for Africa
Google
Issued Jun 2019 - No Expiration Date
Credential ID PBIG FSK GRA
See credential

LANGUAGES

English (Fluent)
Ga (Conversational)
Akan Twi (Conversational, written)
French (Basic, written)

FUNDED PROJECTS & BUSINESSES

ultraswift.co.za
aya.africa
vezrentals.com

Blue Ocean Agility (BOA), Ghana

Agility Associate (Project basis)
March 2019-Present

Blue Ocean Agility is a consultancy that trains, coaches and helps businesses to work in a way that fosters customer specifications on priority, self-organisation of teams, incremental work delivery for feedback loops among other agile framework principles.

- Design presentations, sales collateral for training workshops and corporate proposals
- Researched and Scoped out GDPR and DPA compliance for BOA using Trello, GSuite and other tools
- Support website and online care team to keep the online assets updated and maintained
- Assist lead consultant and directors with technical and systems support to conduct meetings, workshops and other training events

****References
Available on
request****

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(preferred)
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TRAINING / EDUCATION

University of Cape Town , South Africa – BCom Management Studies
Specialising in Marketing and Economics

2007 - 2014 (Break 2009 and 2012 / 6 month academic year 2014)

Red & Yellow School Creative School of Business, South Africa – Diploma
in Marketing and Advertising Communications

January 2012 - December 2012

Michaelhouse Senior Boys High School, South Africa –
Senior Certificate from Umalusi Accredited Independent Examinations Board (IEB)

House Prefect (Mackenzie House)

1st XI Team Football (Half Colours award for Sport)

1st XV Team Basketball

January 2003 - December 2006