EMMANUEL “MANNY” OHONME

Emmanuel “Manny” Ohonme grew up in Lagos, Nigeria and received his first pair of shoes from a “Good Samaritan” at age nine. Those shoes became a symbol of hope as Manny started playing basketball, earned a college scholarship in the U.S., and began a successful career in the technology industry. In 2003, Manny and his wife, Tracie, founded Samaritan’s Feet International, a non-profit organization that shares hope with those in need by washing their feet and giving them a new pair of shoes. Now, over 5.5 million pairs of shoes have been distributed in over 70 nations and 300 U.S. cities.
EMMANUEL “MANNY” OHONME

Emmanuel “Manny” Ohonme was born in Lagos, Nigeria. At the age of nine, he received his first pair of shoes from a “Good Samaritan.” Those shoes became a symbol of hope and a catalyst to Manny’s love for basketball. He earned a scholarship to play in the US and then began a career in the technology industry. But Manny never forgot the children of his homeland or the “Good Samaritan” that encouraged him to believe in his dreams.

In 2003, Manny and his wife, Tracie, founded Samaritan’s Feet International, a 501(c)(3) organization, with the purpose of sharing hope with those in need by washing their feet, giving them a new pair of shoes, and encouraging them to pursue their dreams. To date, more than 5.5 million pairs of shoes have been distributed to needy children in over 70 countries and 300 U.S. cities. Manny is proof that shoes can be a tangible gift of hope and life change.
EMMANUEL “MANNY” OHONME

Emmanuel “Manny” Ohonme has achieved national and international recognition as a philanthropist, businessman and author. He is the Founder and President of Samaritan’s Feet International, Founder and President of Barefoot Legacies Group, acclaimed author of Sole Purpose, and sought-after, inspiring speaker and story-teller.

Manny was born in Lagos, Nigeria. When he was nine years old, his life changed: a stranger from Wisconsin approached him and invited him to enter a contest where the prize was a pair of shoes. For Manny, to own a pair of shoes was beyond his wildest dreams. Manny won that contest and won his first pair of shoes. But even more important than the shoes were the words of hope from the “Good Samaritan” from Wisconsin. Those shoes became a symbol of hope to Manny and a catalyst to his love for basketball. Over time, his dreams became reality, and Manny was awarded a scholarship to play basketball in the United States. He earned multiple degrees in business and economics, then began a career in logistics, supply chain management, and business development within the technology industry.

But Manny never forgot the children of his homeland or the “Good Samaritan” that encouraged him to believe in his dreams and never give up.

In 2003, inspired by the events in his own life, Manny and his wife, Tracie, founded Samaritan’s Feet International, a non-profit 501(c)(3) organization, with the purpose of sharing hope with those in need by washing their feet, giving them a new pair of shoes, and helping them to believe that dreams can come true. To date, more than 5.5 million pairs of shoes have been distributed to needy children in over 70 countries and 300 U.S. cities. As the number grows, so does the passion to see more young people receive a pair of shoes and the message of hope and inspiration that they too can see their dreams become reality.

Manny is proof that, if you dream, and dream big, you can achieve whatever you set your mind to. He has been inspiring men and women on issues of vision, purpose, and social justice for over 15 years. He travels extensively, addressing audiences on topics including, “The Power of Purpose,” “Building Your Personal Brand,” “The power of YES,” “Eluding the Myth of Success,” “Dying without Shoes,” and many more.

Manny has become a frequent panelist and sought after expert on social justice, supply chain, product marketing, and philanthropy. Manny’s eclectic 20-year career has taken him from marketing, public relations, business development, fundraising, and entrepreneurship at major technology startup companies to becoming the CEO of one of the largest humanitarian footwear relief organizations in the world. Manny has worked with some of the largest corporations during his extensive career from Levi Strauss, Michelin Tire, FedEx, Kroger, and Wal-Mart to General Motors, Lowe’s, Turner, Nissan, Skechers, NCAA, NFL, and the NBA. For a barefoot child growing up in Nigeria that didn’t own a pair of tennis shoes until he was 9 years of age, today, Manny now manufactures his own line of shoes.
Manny has worked with world leaders, Presidents, Governors, Mayors, and global partners in developing transformational strategies to encourage education and eradicating the public health risks associated with not wearing shoes worldwide. Every fall in Charlotte, Manny and his team hosts the popular BAREFOOT GALA drawing hundreds of men, women, and business leaders from the U.S. and abroad.

His commitment to the community is evident through service on numerous boards as president and in other roles that have earned him local and national awards and recognition, most notably by the City of Birmingham, the City of Atlanta, the City of San Bernardino, the NCAA, Pride Magazine, the City of Charlotte, the Office Depot Foundation, the President and the Federal Republic of Burundi, and the State of Indiana.

He has been a guest speaker and presented inspirational messages around the world. He recently spoke at the Catalyst conference, the National Justice Conference, and TEDxCharlotte. He has spoken before presidents of countries, Governors of States, CEOs of corporations, mega churches, religious and educational conferences, as well as professional athletic associations. Manny is able to weave his inspiring real-life experiences into his presentations to help you become all you were intended to be.

Today, Manny is speaking all over the world inspiring people from all walks of life to dream, and dream big. He is repaying that gift, with a goal to provide 10 million shoes to 10 million children worldwide in the next 10 years through Samaritan’s Feet.
Emmanuel (Manny) Ohonme  
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Result oriented chief executive, humanitarian, enterprise technology, logistics, procurement, and supply chain business process solution expert, with experience in retail, process, chemical, services, and consumer product industry. Expertise extends to business development, marketing, product and program management, business strategy, social entrepreneurship, project management and philanthropy.

Summary of Experience

Samaritan’s Feet International, Charlotte, NC (2003 – Present)  
Founder, President & CEO  
As Founder and Chief Executive Officer of one of the world’s largest footwear humanitarian organizations, Samaritan’s Feet (SF) and its team of global ambassadors have touched the lives of men, women, and children across the United States and around the world in an effort to help the nearly 300 million people who go without shoes each day and the more than a million who die (Dying without Shoes) each year as a result. Through this simple act of humility and servant-leadership, our team members and volunteers are expressing love, compassion, and a message that brings hope.

SF is not just a non-profit, nor just a humanitarian aid organization—but a community of more than 70,000 volunteers who have joined together to make a difference in the lives of children in need in every corner of the world. From a dream to the reality of over 5 million impoverished children and adults in more than 60 nations being served by having their feet washed, receiving a new pair of shoes, and hearing a message of hope.

Barefoot Legacies Group, Charlotte, NC (2009 – Present)  
Chairman, President & CEO  
Barefoot Legacies Group is a leading Social Enterprising Corporations specialized in communication, marketing, social market ventures, media, publishing, consulting, and film development, created to use its core assets and proceeds to make a difference around the globe through life-changing humanitarian initiatives.

Vice President, Product Management  
Responsible for operating a mid-size business strategy and process management consulting company focused on providing product management, program management, project management, business development, and product marketing outsourced services to leading technology and software companies like RedPrairie Corp.

- Developed organizations in support of launching new initiatives, as well as management of growth-oriented operation for leading supply chain technology companies.
- Develop, implemented, and managed product marketing plans to increase sales of the company’s product lines.
- Created and communicated business and technical requirements using UML and Rational Unified process, as well as apply analysis concepts and standards to support assigned projects.
- Vendor selection and project implementation for a leading supply chain company.
- Managed projects relative to both new and existing products and services through enhancements, research, pricing/fees/profitability, packaging, management implementation, analysis, reporting, and performance tracking.

Vice President, Business Development and Marketing

Launched, directed, and managed Elogex business development and channel management strategy, focused on identifying targeted prospects, acquiring new customers, and generating revenues through established and new alliance partners.

- Managed Elogex market management process, industry-marketing initiatives, inside sales, events, analyst relations, and alliance strategy.
- Developed, implemented, and trained sales organization on company positioning, business development methodology, messages, and values propositions.
- Negotiated alliance agreements and interacted with all functional and business areas of the company, including partners.
- Served on VICS Logistics and CPFR sub-committees for developing industry standards.
- Launched marketing programs aimed at targeted industries, which led to the execution of multi-year contracts with 5 of the top North American retailers (Kroger, Home Depot, Publix, Delhaize, and Safeway).
- Developed and managed account pipeline of over $23 million across retail grocery and building product verticals within U.S and Canada.
- Established Elogex VAR (Value Added Reseller) program with 3PLs and technology partners.

Director, Product Management and Business Development

Managed marketing, product management, pre-sales and a product design team, focused on delivering a consistent product, message, positioning, and prototypes to support the sale and delivery of Elogex OneNetwork product to the consumer product and retail market.

- Successfully managed product marketing and management initiatives, business development, and research for improving product and sales that led to venture funding totaling over $35 million for Elogex.
- Recommended new products for development based on market needs and business goals. Planned and prepared products for launch into the marketplace.
- Recommended appropriate pricing strategies for new and existing products and services while maintaining an awareness of corporate income and profitability.
- Assembled and launched Elogex advisory board and managed a highly referencable customer base.
- Actively participated and directed team of 2 product managers, 2 business analysts/object modelers, 2 graphics designers, in translating customer needs, writing business requirements, establishing development priorities, defining product roadmaps, and establishing the product vision.
- Managed marketing communications team of 3 and a PR firm. Created strategy for and oversaw PR, collateral, direct mail, advertising, and interactive marketing to generate awareness and sales.
- Established, launched and managed three Elogex-sponsored supply chain executive forums, with five of the top 10 global retailers represented.
- Spoke at a number of national supply chain conferences – CLM, SOLE, WOF, and Bear Stearns Conference etc.
- Responsible for briefing media and analysts (AMR, GIGA, ARC Group, Forrester, Gartner, Aberdeen, Yankee etc.)


Director, Product Management and Strategy

Directed and managed the e-logistics strategy for ClearCross Transportation solutions, a leading Global Commerce Management Company.

- Defined and managed strategic business development opportunities with key e-commerce and business partners.
- Executed strategies for supporting the start-up of a hosted global transportation management Internet service venture.
- Crafted vision, developed business plan, and assembled a combined team of internal developers and outsourced development firm to lead the development of ClearCross internet-based logistics applications.
- Negotiated contract term with outsourced development partner. Managed project schedule, resources, and integration of product into ClearCross suite of product. Managed transition and deployment of product into company’s data center.
- Developed product plans and business requirements working with customers, market prospects, and industry thought leaders.
- Conducted due-diligence on two major M&A opportunities for expediting the addition of global transportation functionality to company's solution footprint.
- Led strategic launch activities as part of company's re-launch efforts, and coordinated product rollout activities, sales training, and collateral development to ensure effective positioning of products and services.

**Director, Product Marketing and Alliances**
Managed all facets of go-to-market strategy for new products.

- Led product conceptualization and development team responsible for supporting Optum’s TMS revenue growth from start-up to greater than $15 million.
- Supported sales team responsible for $10 million Caliber Logistics agreement to provide backbone-operating application to this market-leading member of the FDX Corp. family of companies.
- Defined requirements, developed positioning, created sales and pricing strategy.
- Managed cross-functional team for product development and rollout.
- Evaluated in-house development versus outsourcing options.
- Launched major product enhancements to support the 3PL and retail market needs.
- Developed and executed product strategies that led to the development of the first internet transportation management application (WebETM) to help customers streamline fulfillment processes and extend optimization to their supply chain.

**Product Manager**
Responsible for full product life cycle, from conception to rollout of Optum’s Transportation management suite of products.

- Crafted Optum’s TMS contract logistics go-to-Market strategy. Led sales support team responsible for initial contract logistics accounts including Logix (USF Logistics), Skyway, Consolidated Transportation Management Systems, and McKay Logistics.
- Created strategy for the first multi-company product architecture to support entry into FedEx Logistics, Skyway Logistics, Michelin Tires, and Levi Strauss & Co.
- Presented and implemented 3PL sales program resulting in launch of new service line.
- Created and conducted supply chain assessment for key retail prospects (procurement, warehouse operations, transportation, and distribution) and presented customized product demonstrations to key steering committee executives.
- Developed business case, demo-scripts, slides, ROI value propositions, and post-sales transition requirements.

**Project/Program Manager/Business Analyst**
Full life cycle project management experience working on multiple customer projects.

- Developed the baseline project plan based on customer requirements while ensuring consistency with business strategies and organizational goals.
- Negotiated assignment of cross-functional resources and organized the facilities and development environment to deliver planned projects.
- Prepared and presented project status reports to Executive Management. Implemented appropriate progress, issue, change and quality control processes and ensured continuous improvement in delivery practice.
- Worked with engineering to set product delivery schedules and drove functional product content for each release.
- Responsible for ensuring the quality and production of all documentation and training materials and assuring that product is delivered on time, on budget, and with high quality.

**UPPER GREAT PLAINS TRANSPORTATION INSTITUTE, Fargo, ND. (1994-1996)**
**Logistics Analyst**
Responsible for conducting network modeling and design analysis for leading agri-business companies.
- Led research teams of logistics consultants in analyzing fulfillment and supply chain strategies for leading food processing and agri-business companies in the mid-west.
- Directed project activities, including writing, editing, and publishing research report, and monitoring legislative issues.
- Analyzed outsourcing, shipping strategies, and procurement decisions using operations research methodologies.
- Analyzed inventory allocation, procurement and distribution problems for a global distributor of agricultural products in the mid-west. Recommended optimal distribution strategy and least cost transportation network configuration that minimizes cost and maximizes profit.


**Research Analyst**
Responsible for a team of over 30 agronomy researchers, conducting plant breeding and field-testing research, to develop high yielding and pest resistant corn breeds

- Project and timeline management (planting, harvesting, and pollination season)
- Managed resource assignment and scheduling (5 Full Time and 27 Part Time)
- Managed cycle counting and inventory replenishment levels.
- Managed inter and intra company inventory distribution.
- Managed maintenance of company assets.
- Conducted plant-breeding research, and leveraged automated seeding and harvesting processes

**TECHNOLOGY**
Rational Development Series (Rose, Soda, Requisit*Pro), Rational Unified Process, ORACLE Development Tools (CASE*Designer, SQL*Plus, PL/SQL, ORACLE*Reports, ORACLE*Forms, ORACLE*Browser), SAS, SAP, Optum SCE series (Transportation, Demand Center, Response Center), SAP, GT Nexus, Oracle Financials, and ClearCross GCM product suite

**EDUCATION**
- M.Sc. Applied & Agricultural Economics - 1996. NDSU. (Transportation & Logistics)

**BOARD OF DIRECTORS**
- Samaritan’s Feet International
- Samaritan’s Feet Trust - South Africa
- Samaritan’s Feet Nigeria
- Barefoot Legacies Group
- Alpha 1 Village