

Michael R. Ojugbeli, Esq.

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EDUCATION

Syracuse University College of Law; Syracuse, NY

Juris Doctor; May 2015

Activities: Phi Alpha Delta (Vice Justice); SUCOL Ambassador; Kaplan Bar Rep, Corporate Law Society

Honors: Pro Bono & Community Service Award Recipient

Whitman School of Management at Syracuse University; Syracuse, NY

B.S. in Entrepreneurship & Emerging Enterprises; May 2012

Activities: Syracuse University Students in Free Enterprise (Project Leader - CreditSmart Division); Delta Sigma Pi (Professional Fraternity, Pledge Class President)

Honors: Dean's List (Fall 2011 and Spring 2012)

EXPERIENCE

Kaplan Bar Review

Regional Director, DC/VA

Richmond, VA

August 2018 – Present

Oversee and manage sales and growth of business at fourteen law schools between DC and VA. Work with students in law schools ranging from RNP to T14. Directly manage fourteen part-time employee head representatives. Facilitate and develop relationships with administration and academic support personnel. Directly oversee 100+ student sales representatives. Balance Operating and Marketing Budgets. Assist in the delivery of our East Coast Uniform Bar Exam (our largest group of bar takers) and VA bar exam course, including counseling students as they prepare for the bar exam.

Kaplan Bar Review

Regional Director, Corridor II

Richmond, VA

July 2017 – July 2018

Oversee and manage sales and growth of business at nine law schools spanning five states plus District of Columbia. Specifically working with top tier law students. Directly manage nine part time employee head representatives. Facilitate and develop relationships with administration and academic support personnel. Directly oversee 65+ student sales representatives. Balance Operating and Marketing Budgets. Assist in the delivery of Wisconsin and Illinois bar review course including counseling students as they prepare for the bar exam.

Kaplan Bar Review

Regional Director, Virginia

Richmond, VA

October 2016 – July 2017

Oversee and manage sales and growth of business at seven law schools in Virginia by using targeted marketing efforts. Directly manage six part time employee head representatives. Facilitate and develop relationships with administration and academic support personnel. Directly oversee 50+ student sales representatives in Virginia. Balance Operating and Marketing Budgets. Assist in the delivery of Virginia bar review course including counseling students as they prepare for the bar exam.

Apple, Inc.

AppleCare Advisor

Liverpool, NY

September 2015 – October 2016

Speak with customers regarding their Mac Computers, iOS devices, Apple Watches, Beats Products and Account Security. Build understanding and rapport, provide superior support options. Ran team meetings, reported issue trends, mentored colleagues, awarded for superior customer surveys. Promoted to Senior Advisor in 9 months.

Friendly Wedding Rentals

Owner & Operator

Liverpool, NY

March 2015 – December 2016

Identified a void in the marketplace and started the company from the ground up. Forecast inventory, communicate with prospective and current customers, and monitor web presence daily. Complete basic accounting, advertising, marketing, website creation, and website analytics weekly. Gauge customer feedback and adapt accordingly. Closed upon moving to Richmond.

Apple, Inc.

Campus Representative, Syracuse University

Syracuse, NY

January 2013 – December 2014

Communicate with faculty, staff and students. Develop iBooks and iTunes U courses with faculty. Conduct workshops, demos, and facilitate sales. Develop extensive knowledge of Apple products. Provide solutions for higher education. Lead the iTunes U initiative.

Miscellaneous Vending Operations

Owner & Operator

Syracuse, NY

February 2012 – August 2012

Owned and operated multiple vending machines, sold in under one year for profit.
