

CASE STUDY



Seth E K Ganu, FAIA
Managing Director, First
Corporate Options Ltd

Seth Ebenezer Kwaku Ganu, traditionally known as Togbe Korku Ganu III, was born in Maase – Akim Abuakwa, in Ghana in 1944.

Seth is currently Managing Director of First Corporate Options Limited. Incorporated in February 2011, First Corporate Options is a management, financial and investment consultancy based in Accra. The company also offers an ICT consultancy and practice, procurement and indenting agents, and general corporate agents and representatives.

First Corporate Options have helped clients increase sales, profitability, market share and efficiency. Their clients are based in Ghana and internationally and include commercial businesses, public sector agencies, universities, colleges, not for profit companies, social enterprises and charities.

He is also Managing Director of Weightron International Ltd, the West African representative company of the Weightron Bilanciai Group –

Europe's largest weighbridge manufacturers – with its Headquarters in Italy. In addition, he runs a busy private practice, Viset Unag Consult Ltd, offering financial and management consultancy. Seth travels extensively worldwide on Viset Unag Consult business, identifying and negotiating business

opportunities and investments, international trade and management contracts.

Seth passed the AIA professional exams in 1972 and was admitted to Associate membership in 1974, becoming a Fellow of the Association in 1976. Seth has been a driving force for further recognition of the AIA in Ghana, and successfully achieved a mutual recognition agreement between the Association and the Institute of Chartered Accountants of Ghana. He is the first AIA member resident in Africa to be co-opted to the Council.

“The AIA Professional Accountancy Qualification has given me the skills and confidence I need to successfully run an international consultancy, and the recognition and respect I need to deal with clients around the world.”

He began his accountancy career in 1965, as an audit assistant at Polley & Co, a Chartered Accountants firm in Accra. He then taught accountancy at Ghana School of Accountancy for two years, taking a role as accountant at the Ghana Mirror Factory in 1968, graduating to Chief Accountant in 1971 and Director of Finance and Administration in 1973, following completion of his AIA exams.

Seth is also a member of the Chartered Institute of Management Consultants Canada; the Institute of Certified Forensic Accountants Canada; and the Institute of Chartered Accountants, Ghana.