

EROGUNAYE GBADEBO ANDREW

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CAREER OBJECTIVE

To pursue a career in a challenging position, to proffer first class solution that will enhance the accomplishment of the company's goals and develop my skills for maximum input.

EDUCATION

- 2004 - 2009 **Olabisi Onabanjo University, Ogun-State, Nigeria.**
B.Sc. (Hons.) Geology Second Class (Lower-Division)
- 1996 - 2002 **Gideon Comprehensive High School, Okota, Lagos-State, Nigeria**
Senior School Certificate
- 1990 - 1996 **Esther Kawe Nursery & Primary School, Okitipupa, Ondo-State, Nigeria**
First School Leaving Certificate

WORK EXPERIENCE

Keystone Bank Plc. October 2017 - Till Date

Business Partner - ATM Business

- Manage overall product P&L and key drivers including deployment growth, market share, return on investment and expense.
- Identify and propose new product ideas for customer satisfaction/experience and improve product profitability.
- Responsible for managing and implementing marketing activities through research, strategic planning and implementation
- Monitor ATM usage, trends and work order histories to make recommendations for individual terminals as needed.
- Gather and document information regarding industry trends in the ATM and virtual banking industries including offerings from competition.
- Manage ATM deployment from end to end i.e. system, business strategies & plan execution.
- Establish strong working relationships with multiple internal and external stakeholders to ensure seamless execution of projects.
- Ensure adherence to all regulatory requirements.
- Participate in the search and selection for new vendors as needed
- Assist with contract negotiation and vendor adherence to contract terms
- Performance review presentation (Monthly and weekly).
- Increased deployment and activation of ATM terminal (Branches & Offsite) by 69% in 2018/2019 financial year
- Integral in the 20% reduction cost of the Banks ATM maintenance fee

Guaranty Trust Bank July 2014 - September 2017

Relationship Officer - SME

- Relationship Management and Advisory Services
- Initiate and coordinate marketing strategies and activities to acquire new corporate and individual prospect for the bank.
- Credit analysis and presentation

- Growing the Banks business via the following key indexes: Deposits (Low and High cost), Revenue and Risk Assets.
- Ensure all accounts satisfy the KYC standard requirement
- Identify opportunities for improving business processes and assist with the preparation of proposals to develop new systems and/or operational changes
- Performance review presentation (Monthly and weekly).

Stanbic IBTC Bank March 2012 – March 2014

E-Business Support – Reporting/Management Information System (Contract)

- Monthly & weekly preparation and data analysis of electronic channels (Credit/debit cards, ATM, POS and Mobile Money)
- Create review process for monitoring and reporting marketing performance including adherence to budget, return on investment, and other key business metrics. Coordinates with finance, systems, and non-marketing business owners to collect & collate required data.
- Monthly operational and risk reports
- Quarterly MasterCard and Visa card activity reports

E-Business Support – POS Support Officer

- Management of POS orders and setup
- Monitoring of POS uptime
- Reporting of POS financial and non-financial records.

Stanbic IBTC Bank March 2011 – January 2012

Corporate & Investment Banking (Transactional Products & Services)

- Processing of fund transfers
- Processing and resolution of all enquiries and queries in the workflow tool (TPS support tool) according to the department's quality standards. Include all relevant information with regards to query resolution and escalation (where applicable)

Stanbic IBTC Bank (NYSC) – March 2010 – March 2011

Corporate & Investment Banking (Transactional Products & Services)

- Tax processing.
- Processing and resolution of all enquiries and queries in the workflow tool (TPS support tool) according to the department's quality standards. Include all relevant information with regards to query resolution and escalation (where applicable).

TRAININGS/CERTIFICATIONS

Guaranty Trust Bank Entry Level Training. March 2014 – June 2014

Afterschool Graduate Development Centre (A career center set up to create opportunities that give people access to a continuum of programme and to ensure that employers have access to highly skilled and educated workforce). Nov 2009, (7, Sule Maitama Crescent Ikoyi)

PROJECT

Credit Card Migration - Worked as part of a team assigned by Stanbic IBTC bank to migrate all MasterCard Credit Card holders to Visa Credit Card.

- ✓ Carried out an Audit of the existing card holders.
- ✓ Prepare and developed the work breakdown structure and schedule to enhance the migration of eligible cardholders within the time frame given.
- ✓ Involved in coming up with a strategy to ensure zero down time in the operation of the cards during the migration.
- ✓ Identify and managed the risk and constraint involved in the migration.

SKILLS

Proficient use of Microsoft Office Programs (Word, Outlook, Excel) and Datazen
Sound knowledge of Finacle, BASIS (core banking platform), Prime (Credit Card Platform) and MSCC
(Visa Credit Card Platform).

HOBBIES

Football & Travelling

PERSONAL SKILLS

Good communication skill, highly personable, good team player, enthusiastic, quick to learn with good interpersonal and organization skill and possess a high sense of responsibility.

REFERRE

Available on request.