

# EKE CHINONYEREM ONYINYECHI

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## SUMMARY

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To have a career as a Professional in my field with a view to tackle any obstacle I may face in the course of my tasks, apply my knowledge in adding value to my Organization and delivering expected results.

## WORK EXPERIENCE

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❖ September 2018 – March 2019 **VERITAS GLANVILLS PENSIONS**  
**Head, Relationship Management**  
**Business Development Department**

**Role:** To increase customer satisfaction and retention by delivering personalized services for good customer experience, and ensuring timely response to enquiries, while developing strategies for business growth of the company.

### **Responsibilities**

- Building and maintaining relationships with clients and key personnel within customer companies.
- Conducting business reviews to ensure clients are satisfied with the products and services.
- Developing strategies for business growth.
- Ensure high customer retention & Loyalty.
- Achieving client relationship targets and KPI's as set by the Management.
- Monitor the progress of all the regions in Nigeria to ensure deliverables are met, for collation to Management.
- Provide guidance and support to subordinates in all regions to ensure the company's vision is actualized.
- Leverage on existing customer base to grow the value chain.
- Alerting the sales team on opportunities for further sales within key clients while following up on progress.
- Providing Management with feedbacks through reports and presentations as required.

❖ November 2013 - August 2018 **ACCESS BANK PLC**  
**Corporate & Investment Banking Division**  
**Oil & Gas Upstream**  
**Relationship Officer**

**Role:** To ensure that customer relationships are developed and maintained by providing excellent financial products and services that add value to the customer while minimizing costs and risk to the bank.

### **Responsibilities**

- New Business Development
- Credit processing and Appraisals
- Close Monitoring of Credit relationships and loan recoveries
- Maintain good public relations with current and prospective customers
- Achieving set Earnings and Balance Sheet Targets
- Analyze and interpret financial data and recommend on the credit worthiness of the customer
- Attend Credit Committee meetings with the Team Leader
- Prepare periodic reports for the team
- Perform other duties as may be assigned by the Relationship Manager

**Outstanding Achievement:** Commendation letter received from the Managing Director of Access Bank (Herbert Wigwe) for exceptional performance in March 2017.

❖ October 2010- October 2011 **FEDERAL AIRPORT AUTHORITY OF NIGERIA (FAAN)**  
**National Youth Service Corps (NYSC)**  
**Accounting Officer**

**Responsibilities**

- Maintained accounting records by ensuring proper filing of documents
- Reconciled invoices and bank statements by comparing statements with general ledger
- Maintained accounting databases by entering data into the system

**EDUCATIONAL QUALIFICATIONS**

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May 2014 to 2016: **MSc in Risk Management, University of Lagos (UNILAG)**

- Modules studied includes: Theory of risk and Insurance, Enterprise risk management, Business law, Business policy and strategic management, Quantitative methods, Risk analysis and statistical methods, Risk assessment, control and financing, Research methodology, Property and liability insurance, Financial risk modelling, Business forecasting, Insurance regulation and policy, Energy risk management, and mathematical optimization models
- **AWARD RECEIVED:** Risk Managers Association of Nigeria (RIMAN) award for an Outstanding Academic Achievement in Risk Management Programme for 2014/2015 session

June 2013-November 2013 **Access Bank, Banking School of Excellence, Achieved a 'Merit' on Graduation**

- Modules studied includes: Elements of Finance, Elements of Banking, Financial statement analysis, Micro & Macro Economics, International Trade Finance, Credit Analysis, Money & Capital markets, Basic Accounting, Money Laundering Typologies, Basic Banking Operations, Flexcube Training, Understanding Insurance, Ethics at work, Business Etiquette, Time Management, Presentation skills, selling & marketing skills, Root Cause Analysis, Control Process and Credit Presentation.

2006 - 2010: **BSc in Accounting (2.1) Covenant University, Ota, Ogun state, Nigeria**

- Modules studied include Advanced Accounting, Management Accounting, Public Sector Accounting, International Accounting, Taxation, Auditing, Operational Research and Statistics.

**PROFESSIONAL CERTIFICATIONS**

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The Institute of Chartered Accounts of Nigeria (ICAN) - 2018  
Nigerian Institute of Management (NIM) - 2012

**ONLINE COURSE CERTIFICATIONS**

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- ❖ The Wharton School, University of Pennsylvania
  - Fundamentals of Quantitative Modeling - April 2020
  - Introduction to Spreadsheets & Models - April 2020
  - Decision Making & Scenarios - April 2020
  - Modeling Risks & Realities - April 2020

## BIO-DATA

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Sex:	Female
Marital status:	Single
Nationality:	Nigerian
Date of Birth:	28 <sup>th</sup> July 1990

## SOFT SKILLS AND QUALITIES

- Excellent analytical, numerical and critical reasoning skills
- Strong interpersonal and excellent written and oral communication skills
- Ability to work individually or as part of a team, with little or no supervision
- Ability to cope and adapt well to new and varying work situations
- Hardworking and meticulous in discharging responsibilities
- An accountable fast learner who is willing to take on responsibilities and use own initiative

## COMPETENCIES

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Microsoft Office Applications - Advanced	
Sage	- Intermediate
Flexcube	- Intermediate

## NON-TECHNICAL WORK EXPERIENCE

- Member of Covenant University Orphanage Support Team: Participated in numerous exercises to raise funds for the less privileged

## HOBBIES/ INTERESTS

Networking, Travelling, Drawing, Music

## REFERENCES

**On request**