

Oladele M. Gbolade ('Dele Gbolade) – ACIB

Email: dhelaemoses@gmail.com | Tel: 08033349685; 08188531733

Linkedin: Dele Gbolade

PROFESSIONAL SUMMARY

With over ten years progressive experience within business consulting and financial services industry; assuming functional and cross functional roles in project management, strategy and planning, client service and support, business performance, budget formulation, budget formulation, data analysis, enterprise risk management, treasury management, corporate and private banking, financial analysis and reporting.

I also explore great opportunities in the world of social research and building "behind the scene" connections of high networth individuals, ultra-high networth individuals, c-suites executives, top influential individuals and top brands in the society.

TECHNICAL SKILLS / EXPERTISE /KNOWLEDGE

Business Development	Client Acquisition and Retention
Sales and Marketing Reporting	Financial Products and Knowledge
Relationship Building and Management	Macro-Economic Environment Knowledge
Data Gathering and Research	Asset and Wealth Management
Client Profiling and Management	Traditional and Alternative Investment
Compliance and Brand Ambassador	Idea Generation and Product Development
Revenue Generation	Growth and Expansion Strategy
Returns Maximization	Team Effectiveness and Leadership
Wealth Creation and Productivity	Persuasion and Negotiation
Sales Strategy and Management	Strategic and Aggressive Marketing
Strategic Account Acquisition	Proposal Writing and Presentation Skills
People Management	Proficiency in Microsoft Office Suites

PROFESSIONAL EXPERIENCE – KEY ACHIEVEMENT AND RESPONSIBILITIES

OnYourPalm

Chief Operating Officer: 2019 to Date

- Generates and Manages database of over Fifteen Thousand (15,000) C-Suite Executives, Influential Individuals, High Networth Individuals (HNIs) and Ultra High Networth Individuals (UHNIs) in Nigeria.
- Compiles over Six Thousand (6,000) top brands and leading companies in Nigeria.
- Provides clients with the information needed to close a deal, win a client, raise capital, get the inside track, meet new partners, enter a new market, and achieve a new level of influence.
- Uses Algorithm to provides deep information about influential decision makers, c-suites executives and high networth individuals (HNIs) - who they are and who they know, what you have in common with them, and how you can gain access to them and their organizations.
- Uses relationship mapping tool to empowers clients to discover new relationships, advance existing ones, and maximize every opportunity.
- Uses lead from connected network of individuals as a value chain for wealth creation.

Crested Consulting**Principal Consultant / Lead Strategist: 2011 to 2019**

- Consulted for financial institutions - by offering debt recovery services and training on customer services, marketing of bank products as well as assets/liability expansion.
- Consulted for non-financial sectors such as real estates, schools, non-governmental organizations, renewable energy, importers, among others.
- Trained tactical and operational personnel on: Business Development Techniques, Deposit Mobilization Strategies, Customer Service Efficiencies and Workplace Effectiveness.
- Researched and published business contacts of various enterprises and large corporate in Lagos State; through Crested Business Directories.
- Founded, developed and nurtured relationship capital hubs such as www.onyourpalm.com and Crested Business Directory for people and enterprises to build and enhance business relationships.
- Oversaw day-to-day business activities, business developments, research, and identifying new markets; with a staff strength of over fourteen (14) personnel.
- Directed all facets of business, including operations, sales, marketing, branding, human resources, research and development.
- Trained, coached and mentored youths and MSMEs owners on leadership, sales management and relationship management.

Zenith Bank Plc**Banking Officer / Relationship Manager; 2001 to 2011**

- As the account creator and relationship manager of LAPO Microfinance Bank Ltd with Zenith Bank Plc, I generated an average monthly inflow of N200 million which was over 80% of LAPO's monthly company turnover. This relationship was consummated in 2007 and grew till 2011.
- Achieved No. 1 position as the Top Branch Marketer from 2008 to 2011, controlling over 50% of Branch DDA/Turnover and over 40% revenue of the branch (among nine professional marketers).
- Was a vital team player in ensuring the turn-around of the branch status from loss-making to profit-making within six months of joining the branch.
- Functioned as Team Lead and branch marketing strategist on -- market segmentation and analysis, competitive analysis and strategy, and key account penetration plans.
- Generated and managed average monthly Fixed Deposit / Commercial Papers of over N500 million; average monthly Demand Deposit Account of over N300 million; average monthly Savings Account of over N200 million and average monthly income of N18 million (2007-2011).
- Exceeded bank's appraisal targets and motivated team members to grow performance.
- Managed branch vault liquid asset of over Five Billion Naira (N5 billion); as Fund Manager.
- Generated leads of high networth individuals and top brands for the branch; targeted at private banking and corporate banking products.

AWARDS

- Silver Award for Early-Bird as the second most punctual staff during the Zenith Bank Plc Orientation Programme in September 2001.
- Best Branch Marketer from 2008 to 2011, controlling over 50% of Branch DDA/Turnover and over 40% revenue of the branch (among nine marketers).
- One of the top five marketers in Ikeja Zone of Zenith Bank Plc in 2009 and 2010.

NON-CORPORATE LEADERSHIP

- Chairman, RCCG Joseph's Palace Anniversary Committees; 2014 till Date
- President, Christ Ambassadors (Charitable Organisation); 2000 till Date
- Secretary, OSS-91 Old Student Association; 2012 till Date

EDUCATION

- Associate, Chartered Institute of Bankers of Nigeria - ACIB, Nigeria
- Associate, Institute of Consulting, United Kingdom
- Full Member, Institute of Certified Sales Professionals, Nigeria.
- Postgraduate Diploma, Information Management and Finance- University of Westminster, London
- Bachelor of Science (B.Sc), Banking & Finance, Ogun State University, Ago-Iwoye

TRAINING

- Leadership and Relationship Management, Dale & Parker
- Managing People, IBFC Alliance
- Psychology of Fraudsters and Money Laundering Acts, H. Pierson
- Effective Selling Techniques and Advance Selling Skills, I-Skill Limited

PROFESSIONAL AFFILIATIONS

- Chartered Institute of Bankers of Nigeria, CIBN
- Chartered Institute of Taxation of Nigeria, CITN
- Institute of Chartered Accountants of Nigeria, ICAN (Skills Level)
- Institute of Certified Sales Professionals of Nigeria
- Institute of Consulting, United Kingdom

Oladele Moses Gbolade ('Dele Gbolade)

Email: dhelaemoses@gmail.com ; dhelaemoses@yahoo.com |

Tel: +234 8033349685; +234 8188531733

Linkedin Name: Dele Gbolade

The Head,
Human Resources Department,
DLM Capital Group,
214, Broad Street, Marina, Lagos

COVER LETTER

Over the years, I have been able to create a comprehensive database of high networth individuals (HNIs), ultra-high networth individuals (UHNIs), c-suite executives and key decision makers within Nigeria, by using publicly verifiable data as primary sources. At the last count, there are over 15,000 corporate contact details of influential personalities in my custody. With such a database and the use of relationship capital model, more top-notch individuals and successful corporates would be easily accessible and converted to clients.

My proven professional and behavioural skills in people management had propelled me to initiate and build relationships with niche personalities and corporate entities. My research, consulting and banking experiences will serve as value addition to the existing value solutions provided by DLM Capital Group to her esteem clientele.

Also, my leadership skills, business development skills, strong fund-raising ability, excellence proposal writing and presentation skills, superior analytical and prioritization skills, strong commitment to high ethical and professional standards cum passion for excellence; will enable me to make significant contributions as a team member to a wide range of projects and services tailored at customers.

As you consider my profile suitable for the role, I look forward to reading or hearing positively from you.

Best regards,

Oladele M. Gbolade