

KEHINDE OSOKOYA

CFA Level 1 Candidate with a background in Finance, Data Analytics, and Retail Banking.

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PROFILE

Retail Banking professional with experience managing and executing business strategies within the Retail Banking space. Broad expertise spans across retail analytics and reporting, performance monitoring and management, budgeting and forecasting, product and proposition conceptualization and management, training, project handling, and strategic planning. An excellent team player, possessing strong work ethics, and excellent oral and written communication skills, with an educational background in Finance.

EDUCATION & CERTIFICATIONS —

Lagos State University — Nov. 2012

B.Sc. Banking and Finance

Second Class Honours

CFA Level 1 Candidate — Dec. 2020

CFA Institute

TECHNICAL SKILLS —

Data Analysis, Visualization

Python Programming

Microsoft Excel, PowerPoint, Word

Microsoft Power BI

Statistical Data Analysis

Financial Statement Analysis

Financial Mathematics

Financial Accounting

Verbal & written communication

INTERESTS —

Equity Investments

Fixed Income

Corporate Finance

Portfolio Management

Financial Reporting & Analysis

Quantitative Methods

Data Analytics

Photography & Film

EXPERIENCE

Oct. 2019 — Present

Data Analytics & Customer Insight Officer, Retail Banking • UBA Group • Lagos

Overview: This is centered on collecting, analyzing and reporting broad categories of data to aid effective decision-making, generating general, product-specific and area-specific insights — from existing customer transaction information, retail portfolio data and external market research — for use by Management, along with Product and Area Managers, to support overall business objectives. Responsibilities include:

- Point person for product and performance reporting, providing support to Segment Heads, Division Heads, along with hundreds of Branch Managers, Relationship Managers and Regional Managers
- Generating and monitoring profitability reports by products, segments, team or group; tracking weekly liability, asset and transaction volume and activity position of Retail Banking products, areas and directorates
- Preparing weekly and monthly management reports for stakeholders' (ALCO, EXCO, CEO) use and for the Retail Banking directorate
- Formulating, refining and implementing Retail Banking strategy; providing support to the Head, Retail Banking as well as Product and Segment Heads to identify, leverage and manage new business opportunities
- Budgeting, monitoring, and reporting (management and financial data) for the Retail Banking Division and tracking progress versus budget for the division

Apr. 2019 — Oct. 2019

Product Manager & Analyst, Consumer Lending • Access Bank Plc. • Lagos

Overview: This is centred on designing and supporting cash lending (Personal Loans) and asset finance (Vehicle & Equipment) products, targeted at the active consumer borrowing market in Nigeria. Ability to be the lever driving all internal and external stakeholders is hugely important. The Personal Loan product is not collateralised, so adequate risk mitigating checks that will not discourage customer participation is key, while attempting to grow the portfolio and concurrently, profitability. Responsibilities included:

- Point person directing hundreds of Account Officers, Relationship Managers and Sales Personnel

- Monitored product performance including insights into product behaviour and patterns
- Analysed product portfolio to identify intervention periods and new opportunities
- Involved in determination of processes and systems, product packaging and promotion
- Managed communication; its approach, mediums, frequency, target base
- Trained stakeholders

Jan. 2018 — Mar. 2019

Product Executive, Retail Assets • **Diamond Bank Plc.** • Lagos

Overview: This is centred on designing and supporting vehicle and equipment finance schemes targeted at the retail consumer borrowing market in Nigeria. Ability to be the lever driving all internal and external stakeholders is hugely important. Responsibilities included:

- The point person directing hundreds of Account Officers, Relationship Managers and Sales Personnel
- Monitored product performance including insights into product behaviour and patterns
- Analysed product portfolio to identify intervention periods and new opportunities
- Involved in determination of processes and systems, product packaging and promotion
- Managed communication; its approach, mediums, frequency, target base

Aug. 2017 — Jan. 2018

Product Support Executive • **IQ Systems Solutions** • Lagos

Overview: The role entailed digital product design and creation, management of digital security products, quality assurance and product improvement while ensuring alignment with the needs of customers, the development of sales and partnership strategies for these products, customer service delivery, and digital and social media marketing.

COMPETENCIES

- ⇔ Data Analytics & Reporting
- ⇔ Top notch organisational and lever skills
- ⇔ Conceptualisation and idea generation
- ⇔ Leadership and team management
- ⇔ Adept in communication designing, along with report dashboard designing
- ⇔ Adept in Microsoft Office and reporting tools
- ⇔ Immeasurable passion and drive
- ⇔ Accounting, Finance, and Investment Banking knowledge
- ⇔ Personal drive to work in Investment Banking and Portfolio Management

REFERENCES

References are available upon request.