

# CHIOMA JUMAI ASOH

## OBJECTIVE

I am passionate about Financial Markets, Sales, Wealth Management and deepening the Nigerian financial markets space and economic development. That is why I desire to partner with institutions interested in solving problems, launching novel products and services and creating new wealth opportunities in Nigeria.

My Guaranty Trust Bank experience as a "Relationship Manager" has taught me so much about Financial Market sales, retail banking, small and medium enterprise lending and commercial loan policy and how to innovate with product development in financial services.

I am quite confident to meet and exceed any goals, target or expectations.

## PROFESSIONAL ACHIEVEMENTS (SUMMARY)

### RELATIONSHIP MANAGER

Achieved target portfolio yield

Sales of Financial and Investment Products

Grew POS collections by 1000% in twelve months

Developed sales campaign strategy for acquisition of new customers

Grew Small and Medium Enterprise acquisition by 100% in twelve months

Increased market share of top 20 customers by 50% in twelve months

Over seeing a liability portfolio of N1.4Billion with a customer base of over 34, 000 customers

### DATA ANALYST / SCIENTIST

Microsoft Excel user

Ability to translate humongous figures into plain English

Use of Data Analytics for product creation and targeted advertising

Use of Data Analytics to reduce waste and optimize costs

Experienced in preparing detailed documents and reports.

## IMMEDIATE VALUE OFFERED

- **Excellent Salesman**
- **Customer Centric**
- **Conscious about meeting deadlines**
- **Eloquent and enthusiastic English speaker**
- **Product Developer**
- **Quality Portfolio Management by leveraging on exceptional market relationships**
- **Develop various reports to aid critical decision making for senior management**
- **Proficient user of Microsoft office**
- **Highly numerate and Data analytics expert**
- **Ability to multi task in a fast-paced environment**

## WORK HISTORY

### **ASSISTANT BANKING OFFICER, SMALL AND MEDIUM ENTERPRISE UNIT**

GUARANTY TRUST BANK PLC. 11 East West Road Rumuodumaya Port Harcourt, Rivers State  
2017 – Date

### **RELATIONSHIP OFFICER, SMALL AND MEDIUM ENTERPRISE UNIT**

GUARANTY TRUST BANK PLC. 47 Trans Amadi Industrial Layout Port Harcourt, Rivers State  
2016 - 2017

### **RELATIONSHIP OFFICER, SMALL AND MEDIUM ENTERPRISE UNIT**

GUARANTY TRUST BANK PLC. 23 Trans Amadi Industrial Layout Port Harcourt, Rivers State  
2014 - 2016

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### **CUSTOMER RELATIONS OFFICER**

PEARL CLINIC AND MATERNITY LIMITED. 11 Manilla Pepple Street D-Line Port Harcourt, Rivers State  
2012 – 2014

### **BUSINESS DEVELOPMENT OFFICER,**

IPS LIMITED. 124 old Aba Road Port Harcourt, Rivers State  
**2011 - 2012**

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## EDUCATION

### **M.S.c. BUSINESS ADMINISTRATION, NATIONAL OPEN UNIVERSITY OF NIGERIA 2020**

Business Administration

### **B.S.C., IMO STATE UNIVERSITY OWERRI**

**2008**

Education Economics

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## TRAININGS

### **ADVANCED FINANCIAL INTERPRETATION**

**LEAPS & BOUNDS PARTNERS**

**2019**

<b>PROBLEM LOANS: WARNING SIGNALS, ASSESSMENT &amp; RECOVERY</b>	
FLAME CONSULTING	<b>2019</b>
<b>BUILDING FINANCIALS OF UNSTRUCTURED BUSINESS (SME)</b>	
LEAPS & BOUNDS PARTNERS	<b>2018</b>
<b>LEGAL ASPECT OF BANKING</b>	
GTBANK	<b>2018</b>
<b>MARKETING SKILLS AND RELATIONSHIP MANAGEMENT</b>	
KATALYST CONSULTING	<b>2018</b>
<b>SME BANKING</b>	
IBFC ALLIANCE	<b>2017</b>
<b>DIGITAL TRAINING SKILLS</b>	
GOOGLE	<b>2017</b>
<b>INTERNATIONAL TRADE FINANCE</b>	
GTBANK	<b>2016</b>
<b>IBFC ALLIANCE</b>	
<b>SME BANKING</b>	<b>2016</b>

**VOLUNTEER  
WORK**

**COPORATE SOCIAL RESPONSIBILITY CHAMPION**

I have been actively involved in the execution of yearly social responsibility projects in the environment we work with the aim of touching lives.

Notable among the projects executed is the renovation of an Orphanage in Port Harcourt and the rehabilitation of Community Secondary School Rumuodumaya.

**OPEN CITY AFRICA**

Protocol Officer **2013**

**TRES BIEN EVENTS**

Logistic Officer **2013**

**PROFESSIONAL  
MEMBERSHIPS**

**CHARTERED INSTITUTE OF BANKERS OF NIGERIA**

Intermediate Professional Level **(2019)**

**PERSONAL  
DETAILS**

**FEMALE**  
Born: 22 August 1986  
Single.

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**INTEREST /  
HOBBIES**

**FINANCIAL MARKETS**  
Investment and Research Analysis  
Reading, Traveling and Meeting People

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