

Business Development/Relationship Manager - An accomplished results-oriented professional with a track record of 10years of experience driving successful business development initiatives within the finance industry. I possess high value sales abilities, excellent retail retention, expansion and management and have successfully implemented innovative marketing plans to drive brands and product development efforts. I possess a range of knowledge and experience that will allow me to contribute towards the success of an organization.

Areas of Expertise include:

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|-------------------------------------|--------------------------|---------------------|
| ✓ Market strategy and Execution | ✓ Product Launch | ✓ Sales Channel |
| ✓ Retail Banking sales Management | ✓ Client services | management |
| ✓ Key Account/Portfolio management | ✓ Performance Management | ✓ Credit Management |
| ✓ Competitive Intelligence analysis | ✓ Contract Management | ✓ Brand Management |
| | | ✓ Team Management |

EXPERIENCE & NOTABLE CONTRIBUTIONS

CREDITVILLE NIGERIA LIMITED

WEALTH MANAGER

05.2019- TILL DATE

- Managing relationships with high net worth individuals (HNIs) and proactively helps to resolve issues and concerns.
- Coordinating resolution of issues/concerns received from the client with input from management team members.
- Provides support on products and service.
- Utilizes knowledge, experience, and expertise to lead a comprehensive discovery analysis that identifies differentiating information and variables to be used in the financial planning process
- Participating in internal research projects and special client assignments as needed
- Develops customized presentation materials for existing clients
- Independently improves and streamlines the service model and operational procedures for the team
- Assist in business development efforts from time to time.

PRIMERA AFRICA FINANCE GROUP

ACCOUNT MANAGER – PRESTIGE BANKING

09.2018 -05.2019

- Building and managing strategic relationships for fixed deposit customers, serving as the single point of contact for new businesses as well as existing portfolios. Managing the funds of High Net worth Individuals (HNIs).
- Prepare and present proposals and Product papers to management and other stakeholders as due.
- Conduct Market and product research analysis utilizing Customer product feedback information to recommend improvement to management.
- Consolidate and analyze financial data taking into account company's goals and financial standing
- Provide creative alternatives and recommendations to reduce costs and improve financial performance

CORNERSTONE INSURANCE PLC

SALES MANAGER

03.2017- 09-2018

- Create and implement strategy to drive sales, improve revenue and grow profit, increase channel penetration as well as brand visibility and market share.
- Liaise with operations staff to provide insurance policies suited to the bank's clientele.
- Prepare and present proposals and Product papers to management and other stakeholders as due.

- Manage channels activities for both Life and General Business activities.
- Conduct Market and product research analysis utilizing Customer product feedback information to recommend improvement to management.

STANBIC IBTC BANK PLC, Lagos

PERSONAL BANKER

03.2013 – 02.2016

- Managed interactions with High Net-worth clients, providing personal banking Services and portfolio advisory and support.
- Facilitated the achievement of expansion, cost management and customer retention targets by implementing effective call plans and cross selling strategies.
- Maintained relationships with existing customers to sustain high satisfaction ratings and retention.
- Prepared credit and financial information to streamline loans processes and discount loan transactions; prepare loan worksheets for submission to loan processing for closing documents.
- Assisted customers during loan and account application process in accordance with internal and federal policies and procedures.
- Trained team members to develop sales opportunities towards the achievement of customer service and sales goals.

ZENITH BANK PLC

CONSUMER BANKER

03.2008 – 02.2012

- Managed the operations of the Vault administration and supervised tellering activities
- Reviewed and approved overdrafts and checks for cashing, processed transactions and provided information on accounts and services for customers.
- Coordinated cash procurement (including foreign currencies), as well as cash/cheque disbursement.
- Ensured accurate bank lodgments and reconciliation of transactions, as well as Mobilization of deposits and withdrawals.
- Sold bank products and services to prospects and customers
- Monitored ATM usage and maintained fully functional ATMs and ATM-related services to customers
- Reconciled e-journal programming modules.

EDUCATION

M.Sc. Economics

University of Lagos, Akoka | 2018

B.Sc. Economics

University of Ado-Ekiti, Ekiti state |2007

PROFESSIONAL CERTIFICATION

Chartered Financial Analyst CFA

2019 Level 1 Candidate

ADDITIONAL SKILLS

- Advanced Excel Skills: Building financial functions into MS Excel, Pivot Tables and Charts, What-If Analysis, Excel Macros etc.
- Computer Application Proficiency
- Strong Negotiation Skills
- Effective Communication and Presentation skills

REFERENCES

Available on request