



# OGUNNIRAN, OLUSEGUN OLABISI

BSc, MNIM, ACA (in view)

 No 719a, Somide Odujirin Omole Phase 2, Lagos State.

: [segunolabisi@rocketmail.com](mailto:segunolabisi@rocketmail.com)

 08131803452

## Personal Profile

---

An industrious and honest individual with vast knowledge in Pensions, Insurance, Investment, Real Estate, Strategic Business Growth for start-ups, Accounting and digital marketing, ready to learn new things with the view of advancing personal career goals in line with organizational objectives and work culture, intuitive with excellent communication skills and inter-personal relationship. [Visit Profile](#)

## Professional Profile

---

Self-reliant and motivated business strategist, salesman and negotiator especially skilled at maintaining superb relationship networks with clients combined with a high degree of professionalism and superior work ethics. Olusegun Ogunniran is an entrepreneur with great business acumen in SME and a turnover of 100 million naira within 1 year.

## Career Objective

---

To contribute with driven and enthusiasm in respect to the achievement of the corporate and business goals of any organization I find myself and to increase productivity as well as lifting the corporate image of the organization through uncompromising commitment to achieving excellence in any given capacity.

## Skills and Abilities

---

- Business Development
- Market Research
- Database Management
- Revenue Analysis
- Strategic Management
- Interest Development
- Exceptional Interpersonal Communication
- Strong Social Media Marketing Skills
- MS Office and Google

## Work Experience

---



### Polymaths Real Estate Limited

Business Strategist

Duration (September 2019 till January 2021)

### Responsibilities

- ✓ Create strategic and management decisions to foster the company growth
- ✓ Initiate B2B contracts and opportunities
- ✓ Manage the team to foster sales

- ✓ Take primary responsibility in drafting process map, business model and flow chart which has increase output by 60%.
- ✓ Create ideas and contents for effective digital marketing optimization
- ✓ Assist in client management and closure
- ✓ Design and draft effective process map and sales pitch for better communication.
- ✓ Advice partners on better strategies for more profit.

**Leadway Assurance Company Limited**

Risk Advisor Life and General Insurance

Consultant

(Duration February 2019 till date)

**Responsibilities**

- ✓ Prospecting and generate new clients
- ✓ Registration of new business using authorized platform (Life fit software)
- ✓ Ensuring all form filled conform inline with compliance policy
- ✓ Maintaining good relationship with existing client (most especially unfunded account)
- ✓ Direct marketing of savings and investment plan, general insurance
- ✓ Presentation of the company's saving and investment selling point
- ✓ Running of investment quotations
- ✓ Ensure timely submission of weekly report
- ✓ Ensure collection of premium
- ✓ Updating prospect record on the company's authorized platform
- ✓ Other duties assigned by my superior

**CrusaderSterling Pensions Limited**

Customer Service Officer/Business Development

(Duration 1 year 2 months)

2017/2018

**Responsibilities**

- ✓ Attending to Clients complaints and proffering solutions or relating complaints to higher officials to ensure customer satisfaction.
- ✓ Routing mail to appropriate personnel/department in the organization.
- ✓ Direct marketing of Products and Services to clients.
- ✓ Registration of new clients using Afis software.
- ✓ Enlightening and creating awareness on the significant and importance of the policies and principles of Pension Fund administration.
- ✓ Ensure clients and staff compliance with CrusaderSterling Pensions policies and regulations.
- ✓ Updating every application record back-end on SuiteCRM (Benefit Tracker) on daily basis.
- ✓ Collection of Schedules from employer in CPS (Private and MDAs).
- ✓ Daily tracking of remittance and outstanding from my location.
- ✓ Submission of proposal/ Business development visit and follow up on unfunded account.
- ✓ Compilation/Preparation of reports for north 2 region (doc,xlxs,ppt).
- ✓ Presentation of CS pensions selling point to prospects.
- ✓ Maintenance of the relevance logistics needed for the proper running of the office.
- ✓ Other assignments as may be designed by the supervisor.

## **Logdisc Limited (A Subsidiary of Lubcon Oil Nig Ltd)**

Kwara State.

Student Industrial Working Experiences (SIWEs)

Admin/Account Officer

(Duration 5months)

2016

### **Responsibilities**

- ✓ Filing Receipt and Payment
- ✓ Documenting Transactions
- ✓ Payroll Computation
- ✓ Recording of Cash Book

---

## **Digital Marketing Port-Folio History**

---

### **Chaincappital Limited ([Website](#))**

Lekki Phase 1, Lagos.

Social Media Manager

(All Platforms Ads Inclusive)

### **Responsibilities**

- ✓ Running of digital Ads to get prospective businesses to invest in (Facebook, Instagram, Twitter Ads, Google and LinkedIn)
- ✓ Actively maintaining budgeted amount to get desired results
- ✓ Managing of all social media page and content
- ✓ Responding to social media comments and providing appropriate solution
- ✓ Lead generation
- ✓ Brand promotion

### **Porch Integrated Limited ([Website](#))**

A Property & Investment Company

Lagos, Nig.

Digital Marketing Strategist

### **Responsibilities**

- ✓ Running of digital Ads to get prospective businesses to invest in (Facebook, Instagram)
- ✓ Actively maintaining budgeted amount to get desired results
- ✓ Managing of all social media page and content
- ✓ Responding to social media comments and providing appropriate solution
- ✓ Lead generation
- ✓ Brand promotion
- ✓ Periodic holding of strategic session on how to further promote sales
- ✓ Sales Training
- ✓ Ad Report Collating
- ✓ Providing update on new lead
- ✓ E-mail marketing/ SMS Marketing
- ✓ Building of mini landing pages to promote sales
- ✓ Other assigned duties

**ChainAggro (A subsidiary of Chaincappital) ([Website](#))**

An E-commerce platform for agricultural produce connecting sellers with buyer  
Lekki Phase 1, Lagos.

**Lloyd Cartlics Real Estate ([Website](#))**

(A property company)  
Lekki Phase 1, Lagos

**XX Givers World (NGO) ([Website](#))**

Osapa London, Lagos

**The Don Family Production**

(Record Label Owned by Nigeria Music Star J.Martins)  
Digital Music Promotion  
Title: Be Real

**UpStyFit Collections**

Online store (Part-time)  
Lagos

**Voluntary Service History**

---

**Mercy Prevails Christian Ministry**

Alapere Ketu, Lagos

Account and Audit Officer

June 2017 till date

**Lubcon Oil Nigeria Limited, Head Quarter**

Ilorin, Kwara State.

(Voluntary Internship Training on Organization Operation)  
(Duration 5months)

May 2015- Sept 2015

**Educational Histo****2013 to 2017**

Kwara State University, Malete, Kwara State.

B.Sc (Hons) in Accounting: Second Class Division.

**2008 to 2011**

Real Option College, Ilorin Kwara State

Senior School Certificate Examination (SSCE).

**2005 to 2008**

Ilorin Grammar School, Ilorin Kwara State.

Junior Secondary School. (JSSCE)

**1998 to 2005**

Gem Basic School, Ilorin Kwara State.

First School Leaving Certificate

**Professional Certificat**

Proficiency Certificate in Management (PCM),  
(Nigerian Institute of Management)

2018

Institute of Chartered Accountant of Nigeria

(In View)

## **Hobbies and Interests**

---

Reading, Internet surfing, listening to music and playing video games

## **Referee**

---

Available on request.