

# ATINUKE ODUSANYA

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## LINKS

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- <https://www.linkedin.com/in/atinuke-odusanya-257015150/>
- <https://github.com/atinuke18>

## PROFESSIONAL SUMMARY

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Experienced Financial Services Consultant of over 3 years in the Financial/Sales industry. A proven leader at building vibrant businesses by developing new prospects and accounts and managing customer relationships to achieve sales goals. Dedicated to generating customer goodwill and loyalty by developing key relationships with decision-makers. Demonstrated ability to leverage network of customer contacts to increase understanding of customer needs and employ business-growth strategies. Expertise in Market research, identifying new & innovative opportunities to foster growth in the finance and sales industry.

## SKILLS

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- Teamwork
- Service support
- Business development
- Business relationship cultivation
- Product knowledge
- Strategic selling
- Staff management
- Verbal and written communication
- Lead prospecting
- Financial services
- Research
- Customer portfolio management
- Referral marketing
- Financial advising
- Sales management
- Problem-solving skills
- Back-end development (Python)

## WORK HISTORY

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### Loan Analyst (Sales)

#### Page International Financial Services Limited – Lagos state

| Jan. 2019 – Present |

- Research and analyze sales options and identify business opportunities; Pitch and sell the company's loan facility and other financial products and services to prospective clients.
- Develop and maintain productive business relationships with all prospects, partners and clients.
- Initiate and follow up the sales process from initial contact phase till closure.
- Analyze financial statements to determine clients' credit status.
- Reject loan applications that do not meet the company's risk criteria and move up accepted loan applications to the risk department for further underwriting and approval.
- Follow up on loan repayments in accordance to repayment schedule and initiate account updates.
- Work closely with the marketing department to develop sales collateral suitable for target market.
- Keep an up-to-date knowledge-base of the company's product and services.
- Lead and supervise new hires as part of the company's onboarding process.

### Business Development Officer/HR Administrator

#### Queens Group – Ogun state

| Oct. 2018 - Jan/2019 |

- Delivered campaigns to solidify new client opportunities and generate new business.
- Generated new business with marketing initiatives and strategic plans.
- Carried out due diligence on prospective clients or business partners and prepared comprehensive reports.
- Prepared meeting agenda; anchored and organized staff meetings, conferences or annual performance review meetings; prepared minutes and disseminate to all staff.
- Organised the Managing Partner's travel logistics for visits to other company branches and travel logistics of other members of staff.
- Created official email addresses for new staff and taught how to use it and other necessary office programs and tools.
- Assisted in company branding and communications and developed client retention strategies.

- Carried out interview and orientation of new staff, reviewed employee policy manual and managed staff.

## Sales Officer

### Grand Silcen Nigeria Enterprises – Ogun state

| Aug. 2015 – Apr. 2016 |

- Supervised daily sales of products to clients via direct contact or bulk supply.
- Investigated competitive landscape to monitor price trends and anticipate negative business impacts.
- Researched target market and identified customers' unique needs to suggest suitable products.
- Identified and qualified new distributors to increase market share in key territories.
- Achieved dramatic sales increase by skillfully managing relationships and proactive sales approaches.
- Resolved customers enquires and complaints.
- Monitored product stock and facilitated orders from suppliers.

## Agricultural Science Teacher

### Community High School, Idewure – Oyo state

| Aug. 2014 – Jul. 2015 |

- Taught Agricultural Science to students in JSS 2, SS 1 and SS 2 classes.
- Prepared lesson notes and practical according to approved scheme of work and syllabus.
- Assigned classwork and homework, marked and graded as part of overall assessment.
- Prepared and organized continues assessment tests and end of term examinations and graded them according to approved marking scheme.
- Prepared and collated reports of each student's progress and grades.

## EDUCATION

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- **Master of Agriculture: Horticulture** | Apr. 2019 |  
Federal University of Agriculture, Abeokuta – Ogun state
- **Bachelor of Agriculture: Crop Science** | Feb. 2014 |  
University of Benin, Benin city – Edo state

## ACCOMPLISHMENTS

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- Supervised team of 8 staff members.
- Manage and grow Business and Individual Portfolio valued at over ₦70,000,000 by offering products and solutions that meet financial needs of business and individual clients.
- Brought in 150 new customers in 18 months.
- Designed and executed training program for company sales team, thereby increasing employee productivity and product knowledge via knowledge sharing sessions.

## CERTIFICATIONS

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- Financial Accounting Foundations | LinkedIn Learning | 2020
- Strategic Planning Foundations | LinkedIn Learning | 2020
- Anti-money Laundering and Combating Financial Crimes II – AML/CFT Red Flags and Due Diligence | Peerless LMS | 2020
- Fundamentals of Credit Control and Debt Recovery | Peerless LMS | 2020
- Principles and Ethics of Banking | Averti Professional Managers | 2019
- Building the Execution Discipline | Peerless LMS | 2020
- Developing Clients for Life | Peerless LMS | 2020
- Effective Negotiation Skills | Peerless LMS | 2020
- Practical Guide to Business Etiquette | Peerless LMS | 2020
- Applying Emotional Intelligence to Customer Service | Peerless LMS | 2020
- Working Smart – Organise and Manage your time effectively | Peerless LMS | 2020

## **ADDITIONAL INFORMATION**

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### **PUBLICATIONS**

- Odusanya, A.I., Olosunde, O.M., Owolabi, C.O. and Bodunde, J.G. 2019. Propagation and seedling growth of some species used as ornamental hedges in landscape design. *The Journal Ornamental Horticulture – OH (Revista Brasileira de Horticultura Ornamental)* 25:383-389 <https://doi.org/10.1590/2447-536X.v25i4.2053>
- Owolabi, C.O., Bodunde, J.G., Osaghale, E.O. and Odusanya, I.T. 2019. Market Gardening in Sustainable Development Goals: A case study of Lagos metropolis. *Nigeria Journal of Horticultural Science* Vol. 25. Accepted 24th April 2019.

### **PROJECTS UNDERTAKEN**

- Views of landscape in parks/gardens and roundabouts and their effects on the Environment (Degree Project) | 2014 ·
- Assessment of spacing and some plant species as indices of suitability as hedges in a landscape design | 2019