

# ADEOLA KAREEM

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## PROFESSIONAL SUMMARY

A sales investment analyst with strong effective network and wealth of experience; open to roles in Investment Relationship and Wealth Management.

## EDUCATION

<b>University of Ibadan</b> B.SC Economics	<b>2018</b> Second Class Upper Division
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## WORK EXPERIENCE

<b>Sales Investment Analyst: Ecobank Development Corporation</b>	<b>April 2019-Present</b>
<ul style="list-style-type: none"><li>Pitches various investment opportunities to Retail, Corporate and Institutional prospective clients daily which increased brand visibility and conversion which leads to a conversion of over 30 new clients across all monthly.</li><li>Collaborated with the Ecobank Relationship Managers in providing investment opportunities to HNI clients which lead to increase in over 1.8-billion-naira asset under my management in 2020.</li><li>Contributes to the development of institutional sales strategy which achieved the sign- up of 8 major corporate clients in 2020.</li><li>Identifies, develops, and maintain professional relationship with key investments contacts in medium and large corporations to establish an effective network.</li><li>Effectively reports the number of conversions generated monthly to top management in an agreed format to enable them to make proper decisions about the business.</li><li>Keeps current and existing clients abreast of current happenings in the market by preparing monthly report covering the Economy Fixed Income, Equities Market.</li><li>Collaborates with the research department in coining unique insights to identify capital market trends and investment opportunities.</li></ul>	

<b>Graduate Trainee: Edu Bridge Academy</b>	<b>2020</b>
<i>Acquired technical skills on the optimal use of Microsoft office suite, financial modelling, and various valuation methodologies.</i>	

- Prepared a stock pitch on Nigerian Breweries Plc and made appropriate recommendations.
- Actively contributed to weekly market updates and macroeconomic analysis
- Improved Financial Analysis and Forecasting skills via a grounded understanding of MS Excel Function.

<b>NYSC: Top Klass College ,Ilorin, Kwara State</b>	<b>April 2018-April 2019</b>
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- Conducted tutorials to help build students reading skills.
- Lectured students on Mathematics, Commerce and Economics
- Guided and monitored against examination malpractice.

## PROFESSIONAL QUALIFICATIONS

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| <ul style="list-style-type: none"><li>CFA Institute Investment Foundations Program</li><li>Institute of Chartered Accountants of Nigeria (ACA)</li></ul> | <b>2021</b><br><b>In-view(2021)</b> |
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## PROJECTS AND ACHEIVEMENT

- Final year project on **“Financing Small and Medium Scale Enterprises in Nigeria” Mar 2018**
- Awarded the Administrator’s star prize for the best student in GCE (General Certificate Examinations), Our lady of Fatima Academy. **Dec 2011**
- Won the 24-hours Principal’s Competition (Our Lady of Fatima Academy) **Jan 2011**

## SKILLS

Financial Planning , Portfolio and Wealth Management ,Proposal Writing, Accounting, Compliance, Treasury, Financial Modelling and Valuation, Macroeconomies Analysis, Microsoft Office Suites.