

Adeleke Taiwo Olajide

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OBJECTIVES

To work with an institution that allows for growth and development. To take interest and initiative in all my work tasks, treat others without any preconceived prejudices, respond promptly to all tasks while preserving professional ethics and projecting my academic qualifications, experience and skills I have so far acquired in my profession.

PERSONAL DETAILS

Date of Birth: 10th August 1992
Gender: Male
Marital status: Single
Nationality: Nigerian

CORE COMPETENCIES

- Microsoft office proficient
- Strong problem solving abilities
- Customer relationship management
- Professionalism and strong work ethics
- Ability to work in a goal oriented environment
- Customer satisfaction orientation and sales competencies

EDUCATION AND TRAINING

Anti-Money Laundering/Combating Financial Terrorism (AML/CFT)	April 2020
Building The Execution Discipline Page Financials	April 2020
Principles and Ethics Of Banking AVERTI Professional Managers	Nov 2019
Nigerian Youth Service Corps (NYSC)	April 2018
Graduate member NIM Proficiency certificate in Mgt. (NIM)	October 2018 August 2018
Cooperative Management & Rural Development/Business Mgt. Olabisi Onabanjo University – Ago-Iwoye, Ogun State	Nov 2012- Dec 2016 B. Sc (Second Class Upper Div.)
Computer Operations & System Engineering Galaxy Engineering Institute – Ojo, Lagos	Dec 2012 Diploma (Upper Credit)
Word Processing NABTEB	March 2011 Statement Of Result (Grade A)

Computer studies Lagos State Skill Acquisition Center Ojo, Lagos State	Oct 2010 Certificate
Senior School Certificate Examination (SSCE) Emilia Foremost High School, Oke- Agbo, Lagos State	2009

OTHER AREAS OF COMPETENCE

- Administrative Management
- Human resource Management
- Project management
- Managerial Economics
- Behavioral science/organizational behavior
- Financial Management

WORK EXPERIENCE

BOCTRUST MICROFINANCE BANK– OBALENDE, LAGOS

Relationship Officer (Public Sector)

Aug 2020 - Present

- Interview applicants to determine financial eligibility and feasibility of granting loans.
- Develop referral networks and cross-sell products and services to accomplish quotas.
- Follow-up on loan processes with underwriters to ensure swift disbursement.
- Contacting and setting up meetings with prospective and current loan clients.
- Initiate and follow up the sales process from initial contact phase till closure.

PAGE INTERNATIONAL FINANCIAL SERVICES LIMITED– IKOYI, LAGOS

Analyst (Personal and Business Lending)

Nov 2019 - April 2020

- Analyze financial statement to determine customers' credit status.
- Initiate and follow up the sales process from initial contact phase till closure.
- Research and analyze sales options and identify business opportunities
- Develop and maintain productive business relationships with all prospects, partners and clients.
- Follow up on loan repayment in accordance to repayment schedule.
- Serve as point of contact for customers and respond to their service related queries.

UNITY BANK PLC–ALABA INT'L OJO, LAGOS

Direct Sales Agent (Commercial Banking)

Sept 2018 – Nov 2019

- Customer acquisition through sales of the bank's products and services.
- Interacts with new and existing customers to increase sales of the bank's products.
- Cross selling of bank products and services.
- Participate in market storms, community fairs and cluster marketing events.
- Provide sales leads for Team Lead, Supervisors and Branch Managers.
- Ensure consistent high quality service delivery.

REFEREES

Mr. Ifeanyi John
Africa Prudential Registrar Plc.

08033294538

Mr. B.A Olajojo

08035668218