

**Plot 9 Peace and Progress Estate, Ekerin, Ologuneru, Ibadan, OyoState.**

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### **OLUYEMI IBRAHIM**

Oluyemi, is a financial planner, a wealth manager, an excellent communicator, with broad experience in real estate, mutual funds, stock broking, Investment, Insurance and pension; with a strong optimistic mind set developed in more than 14 years of experience in Sales and relationship management.

### **EMPLOYMENT HISTORY**

#### **Foresight Global Investment Ltd (Micro Lending and Investment)**

Akanbi Disu Street, Lekki Scheme 1, Lagos

**Head of Credit and Marketing February 2020 – till date**

#### **Key Responsibilities**

- Responsible for Supervision of all Business Development initiatives, Personnel and Resources
- Provide effective leadership guidance in business development strategy
- Achieve overall profitability target of the company
- Implement and execute regular sales activities to generate business
- Lead generation through organised sales presentations to prospects
- Team Leadership; collaborate with staff to ensure successful execution of designated strategies.
- Interview prospective clients
- Inspect prospective client's business to ascertain its viability and assessment of collateral
- Write reports for granting of loan facility
- Monitor approved loans and advise clients on good management practices
- Consistently adhere to regulatory standards

#### **ARM Investment Managers**

**Senior Account Executive (Team Lead) July, 2016 – Jan., 2020**

#### **Key responsibilities**

- Sales (cross selling and up selling) of mutual funds, insurance, trustees and will, Stocks, Bond, Treasury bills and Real Estate.
- Relationship Management.
- Lead generation and Referral Monitoring.
- Professional Financial Advisory
- Professional Financial Planning and Business Development.

- Development of presentations to prospective corporate and individual clients.
- Liaising with back office to resolve customers issues.
- Talk show hosting and presentation.

#### Key Achievement

- Lead role in the establishment of the company presence in Oyo State, Osun State, Ondo state,
- Over 350 clients within 2 years
- Fund under my portfolio within two years is over 700Million

### **Great Nigeria Insurance Plc**

**Risk Advisor, June 2015 – May 2016**

#### Key responsibilities

- Build and maintain ongoing mutual relationship with clients.
- Act as an intermediary between clients and the company.
- Advise clients on risk management in relation to mitigation risks through insurance.
- Seek out new clients and develop clientele by networking.
- Carry out insurance presentation.
- Carry out administrative tasks such as dealing with paper work, correspondence and keeping details record.

### **ARM Life Plc**

**Living Benefit Advisor (Team Lead) (December 2013- April 2015)**

#### Key responsibilities

- Sales and marketing of Life insurance products
- To create a good corporate responsibility of the company to the public, and to ensure smooth maintenance of all existing and resulting relationship.
- Ensure that the company's presence in my region is properly managed and established.
- Ensure customer relationship management during sales execution, aimed at securing repeat business.
- Networking with people at various levels in the market place aimed at developing long-term business relationship.
- Understand customer needs and communicate with internal and external stakeholders, assist in the development of solutions that satisfy those requirements to minimize potential gaps between expectations and delivery.
- Manage the sales and development process along with a team of business development managers to ensure the company achieves sales target in all lines of businesses.

**FUTURE Unity Glanvills Pensions Limited,  
Marketing Officer (Kwara State Coordinator) (July 2008 - August 2010)**

Key responsibilities

- To implement the market penetration strategies in Kwara State.
- To sustained the company's competitive advantage.
- Ensure smooth maintenance of all existing and resulting relationship.
- To achieved a monthly target of 200 RSA (Retirement Saving Account) for six month.

Key Achievement

- Lead role in the establishment of the company's presence in Kwara State.
- Lead role in the short-listing of the company by the state government (Kwara) to register state workers for the new contributory pension scheme.
- Lead role in the short-listing and finally registration of staff at AlHikmah University of Ilorin. Where 50% of the staff registered with FUG Pensions Ltd.

**Crusader-Sterling Pensions Limited**

**Customer Relation Officer, Ibadan. (April 2006-June 2008)**

Key Responsibilities

- To always maintained a good customer relationship.
- To create a good corporate responsibility of the company to the public.
- Ensure smooth maintenance of all existing and resulting relationship.
- Sustained the company's competitive advantage in Oyo State.
- To achieved a monthly target of 100 RSA (Retirement Savings Account).

Key Achievement

- Helped to enhanced new business development initiatives.
- Achieved my monthly target for consecutively 1 (one) year.
- Responsible for the establishment of the company presence in Oyo and Ogbomoso.
- Lead the role in the registration of Men of the Nigerian Police in five (5) local government in Ogbomoso. Including towns like Oyo, okeho, Kisi, Igbeti and Igboho. For the new contributory pensions scheme.
- Lead role in the registration of staff of Nigerian Bottling company (NBC) into the new contributory pensions scheme.
- Assigned to represent the company in Ogbomoso town of Oyo State.
- Ability to improve on my communication skills.

## **EDUCATIONAL QUALIFICATIONS**

B.Sc. Political Science (Second Class Lower)  
University of Ibadan, Ibadan, Oyo State.  
March 2004.

OND, Public Administration (Upper Credit) The  
Polytechnic Ibadan, Ibadan, Oyo State. August  
1998.

## **PROFESSIONAL QUALIFICATION/SKILLS ACQUIRED**

- Chartered Insurance Institute Of Nigeria  
Insurance Agent Certificate: May 2014
- Successfully Completed a training: Sales Effectiveness and  
Customer Experience Management. Pb2 Global Consult: 23<sup>rd</sup> - 25<sup>th</sup>  
April, 2018
- Financial Planning and Wealth Management: 19<sup>th</sup> March, 2019

## **HOBBIES AND INTEREST**

- Table Tennis
- Reading
- Impacting knowledge through Public discussion.

## **CORE VALUES**

- Optimistic
- Self-discipline
- Accountability

## **SKILLS**

- Management and Leadership skills.
- Communication and inter-personal skills.
- Computer literacy skills (proficient at Ms-Word, Excel, and PowerPoint).

## **PERSONAL PROFILE**

Sex: Male.  
Date of Birth: 3<sup>rd</sup> April, 1980.  
Place of Birth: Ikeja, Lagos State.  
Marital status: Married.  
State of origin/LGA: Ogun/Ijebu-North.  
Nationality: Nigerian.

## **REFERENCES**

Available on Request