

Oluwasegun Emmanuel FOLARIN

1, Temitope Close Saala Estate Iju Ishaga Lagos.

E-mail: segunfolarin61@gmail.com

Phone No: 08067285253

CAREER OBJECTIVE

To work harmoniously as a team player with other staff members, resources and contribute creatively towards the achievement of the organizational set goals.

PERSONAL DATA

Date of Birth: 4th October 1985
Sex: Male
State of Origin: Ogun
Local Govt. Area: Ikenne
Nationality: Nigerian
Religion: Christianity
Marital Status: Married

EDUCATIONAL BACKGROUND

2004-2008 University of Ibadan Oyo State Nigeria
(B.Ed. Guidance and Counselling/Economics (Second class upper Division)
1996-2002 Igbobi College Yaba Lagos
(West African Senior Secondary Certificate Examination)
1990-1996 Our Lady of Mount Carmel Nursery and Primary School Lagos
(Primary School Leaving Certificate)

EXPERIENCE

MAY 2021 **CARD CENTRE NIGERIA LIMITED (A SUBSIDIARY OF CHAMS PLC)**

JOB FUNCTION **BUSINESS DEVELOPMENT MANAGER**

- Identify potential Clients, and the decision makers within the client organization.
- Identify opportunities for campaigns, services and distribution channels that will lead to an increase in sales.
- Using the knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.
- Analyze budgets and determine ways to streamline and improve the sales process.
- Effectively set prices, sales, and deals, and analyze current trends to set future sales goals.
- Forecast sales targets and ensure they are met by the team.
- Closes new business deals by negotiating contracts, integrating contract requirement with business operations.

Feb 2016- 2021 **CARD CENTRE NIGERIA LIMITED (A SUBSIDIARY OF CHAMS PLC)**

JOB FUNCTION **RELATIONSHIP MANAGER (SALES AND MARKETING)**

- Conduct market research to identify selling possibilities and evaluate customer needs.
- Identify, Secure and develop new business and customers in financial cards, Retail cards, identity solutions, personalization and fulfillment.
- Draw up and ensure proper documentations of contract agreements with customers and duly inform all parties concerned.
- Prepare report of performance including market intelligence and market survey reports for management consideration.
- Plans and prioritizes sales and sales-related activities and customer/prospect contact towards achieving agreed business aims, including costs and sales - especially managing personal time and productivity.

- Monitor Market and competitive activities and also provide relevant reports on market information and technology research
- Create frequent review and reports with sales and financial data
- Advice Management on prices, discount rates and issues relating to business development such as participation in exhibitions, seminars, conferences and workshops that may impact positively on performance of the unit and overall performance of the company.

APRIL 2015-FEB 2016

UNITED BANK FOR AFRICA (UBA)

JOB FUNCTION:

TEAM LEAD PROFESSIONAL BANKING SEGMENT

- Strategic Planning: worked with other team members in planning, implementation and fostering on winning business strategies to drive growth in business volumes in the professional segment.
- Account Acquisition, Retention and Optimization: created a mapping exercise by identifying business potentials and wallet size of professionals in different sectors, adding value to their needs and propositions and also making sure that maximum business activity is generated.
- Business/Team Management: Efficiently handling business operations with a team of business officers and relationship managers.
- Customer Base: Grow the customer base in the segment and ensure retention, optimal product cross selling, up selling and innovation.

FEB 2013-MAR 2015

UNITED BANK FOR AFRICA (UBA)

JOB FUNCTION:

RELATIONSHIP MANAGER

- Acquiring new customer relationships across all facets of industries to improve deposit liability growth and mix.
- Prepare documentation on the creation of quality risk assets by evaluating and analyzing the risk criteria in order to increase business office profitability
- Aggressively market the bank's products, explore and monitor market trends to identify fresh business opportunities to ensure favourable market response and optimum build-up of sales and revenue.
- Exploring the opportunities in the e-banking world, by marketing viable customers , deploying effective POS Terminals, active usage of mobile and online banking, debit card sales, payment gateway for companies that pay staff salaries.
- Facilitating, establishing and maintaining effective relationships with new and existing customers by having a clear understanding of the customers' business, industry and business requirement.
- Involved in strategic planning, implementation and fostering on winning business strategies to drive growth in business volumes.
- Source for collections (F.I.R.S, V.A.T, W.H.T, Education Taxes) from different sectors and ensure prompt processing and receipts generation which will in turn add to the bottom line of the branch's profitability.

2010-2012

YOUTH BUSINESS INITIATIVE

JOBFUNCTION

BUSINESS DEVELOPMENT OFFICER

- To establish and maintain positive client relationship
- Analyze business proposal, business plans and prepare qualified client for loan process and disbursement
- Analysis of clients cash flow which will ascertain the viability and profitability of the business
- Close monitoring, follow up of client, business growth and sustainability

2009-2010 (NYSC) UNITED BANK FOR AFRICA (UBA)

JOB FUNCTION: MARKETER

- Confirmation of customer's cheques
- Generating daily statement for customers
- Reactivating dormant and inactive customer relationships
- New Relationship Management
- Liaise with customers to ensure customers are satisfied

SKILLS AND COMPETENCIES

- Excellent, positive intra and interpersonal relation.
- Proficient user on Microsoft Package.
- A leader, good follower and self-motivated.
- A team player with a passion for excellence in different area of responsibility.
- Good communication, analytical, Negotiation, Marketing and Selling Skills.

TRAINING

IBFC Augusto and Co - Basic credit training

Zolts Limited- The Result-Oriented Employee Programme

Emotional Intelligence and Relationship Management

Innovation, Initiative and Personal Effectiveness

Klover Harris Innovative Solutions – The 21st Century Sales Force

Procepts Associates Professional Services Limited - Selling Skills and Sales Management

Effective Business to Business (B2B) Marketing

HOBBIES/ACTIVITIES

Reading, Watching football and travelling.

REFEREES

David Adebayo Oluwole (Ph.d)

University of Ibadan

Department of Guidance and Counselling

08034105253

Kola Erinle Associates

1 Adamson Street off Abiodun Wright Ikate Lagos

08028095060

Mr Oluseun Olusanya

St Victurus Nigeria Ltd

House 31 Ajayi Aina Street Ifako Gbagada Lagos

0803300783,08086883366