

ORIGHOMISAN ERIBO

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Education

Executive MBA Candidate (Blended) – IE Business School, Spain (in view) 2021 – **July, 2022**

Certificate in Impact Investing: Social Finance in the 21st Century, University of British Columbia – Global Network Exchange Program – 2021

Certificate in Data Science, Machine Learning and AI For Business - IE Business School, Spain - 2021

Certificate in Leadership, in times of volatility and uncertainty - IE Business School, Spain - 2021

Senior Management Program, Lagos Business School (Ranked Top 50 by FT '19) – 2019

Certified Sponsored Individual - Manager, Securities & Exchange Commission, Nigeria – 2015

Associate Membership, Nigerian Institution of Estate Surveyors and Valuers – 2015

Bachelor of Science in Estate Management, Obafemi Awolowo University Ile-Ife, Nigeria - 2007

Professional Profile

- Pioneer Regional Manager and Lead Investment Advisor with 13 years industry experience majorly leading teams.
- Effective and Analytical decision maker with extensive knowledge in starting up, building & improving regional operations of companies, along with proven history of increasing productivity and improving difficult situations.
- Revered executive with in-depth understanding of traditional and Impact investment as well as capital raising advisory business development using a consultative approach to analyze and strive to meet the clients' needs.
- Motivated professional, earned multiple sales recognitions via promotions, as well as sustained recognition for volunteering/community service.

Areas of Expertise

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| <ul style="list-style-type: none">• Business Development• Team collaboration• Sales & Marketing• Technical & administrative skills• Start-up Strategy & Execution• Proficient in Microsoft office | <ul style="list-style-type: none">• Team building• Leadership• Relationship management• Problem solving• Stakeholder management• Excellent presentation skills• Basic financial modelling |
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Professional Experience

CardinalStone Partners Limited (CSP): A multi-Asset Investment Management Group **Regional Head, North – Abuja, Nigeria**

March, 2015 - Date

- Achieved Introducing CSP as an esteemed brand leveraging its unique selling proposition since 2015 to date.
- Set up the Asset management , contributed significantly to the securities trading and Investment Banking businesses in the region from scratch achieving a reliable **20%** to firm's AUM revenue
- Directed Business Development drive with a Team of 4 Investment Advisors growing accounts from **0 to 1,000 accounts, \$30m** in transactions including AUM, securities trading and capital raise (debt) from 2015-date
- Managed relationship with **300+** clients now including fintech clients in liaison with technical traders for transactions worth over **\$10m**
- Regional Lead of Joint Issuing house on Presco Plc **₦30billion** Series 1 Bond Issue Program
- Regional Lead of Joint Issuing house on Purple Urban Private Sukuk Bond for Mixed use real estate project
- Regional Lead of Joint Issuing House on [North South Power](#) **₦10billion** issue to integrate a Solar farm
- Regional Lead of Joint Issuing House on CardinalStone Partners Limited **₦5billion** Bond Issue
- Regional Lead of Co-Arranger on CardinalStone Partners Limited **₦5billion** Commercial Paper issue
- Regional Lead of Joint Issuing House on Flour Mills of Nigeria PLC **₦70billion** Bond Issue program
- Participated in raising of capital for Federal Government of Nigeria Sukuk Bond Issue Series 1, 2 & 3 (N300billion) for road infrastructure across Nigeria
- Regional Lead of Joint Issuing House on Sterling Bank Plc 7 Year **₦35billion** bond Issue
- Conducted regular financial and retirement planning seminars to 20 client clusters
- Authored 6 newsletters and over 200 proposals to engage clients and prospects in 2021
- Conducted presentations of local/global economic events and markets insights to clients to aid investment decisions 2015 - date.
- Assembled overall operations and resources management plan for regional business achieving strategic alignment
- Personalized investment pitches and executed client transactions accounting for 50% of annual revenue from the region
- Crafted strategy, led cross functional project teams of 7 to facilitate the provision of improved products resulting in an uptick in sales by 34% in 2020
- Initiated collaborations and effected new market deepening plans across product and business lines (cross selling) which resulted in at least 50% annual growth in revenue.
- Directed regional participation to complete capital raising programs for clients worth over N100 billion (c.**US\$ 300m**)
- Established KPIs for the Asset management business in collaboration with the EY Nigeria talent management team in 2021.

Skye (Polaris) Bank Plc - Commercial Bank, Nigeria

Team Lead, Small Business Banking | HNI Officer, HNI Team - Abuja, Nigeria

January, 2014 - March 2015 | February, 2013 - January 2014

- Business development efforts to branch & team targets 2014-2015
- Strategized to increase contingent liability deals
- Performed a variety of credit applications through its credit process 2014-2015
- Prepared, executed marketing plans, Budget tracking and other matters relating to work of the Team and presenting work to the Senior Management to review from 2015-date
- Supervised the work of team members, ensuring agreed targets are met and identified the required remedial actions where problems occurred from 2015-date.
- Conceptualized the Team's wealth management strategy to engage clients 2014
- Developed the Constituency Investment Fund product 2014
- Business development efforts towards team targets 2014-2015

Stanbic IBTC Asset Management Limited – Asset Management: (A member of Standard Bank Group)

HNI Sales & Wealth Distribution Officer - Abuja, Nigeria

November, 2008 - January 2013

Honed Sales and Relationship Management in Financial services 2008-2013

- Cross selling group's products – Bank accounts, Home loans, Pensions accounts, Wills & Trusts, Health Insurance, etc. 2008-2021
- Supervised Branch product champions to drive cross selling mutual funds leveraging bank's branch network 2008 - 2013
- Boosted client database management 2008-2013

Other Interesting Information

- Volunteer Care Group Leader for Family Worship Center Abuja, Nigeria -Imparting the Christian faith in communities since 2014-2021

Other Experience

- Independent Director & Board member - Business Development – [GreenSquareMetre](#) Global Investments Limited 2019-Date:
 - Strategic Envisioning/guidance 2019-2022
 - Business development support 2019-2022 – EDGE certified Karmod Nigeria Limited a Pre-fabricator Houses in Nigeria
 - Capital Raising, submitted comprehensive proposal to [PFAN](#) an accelerator for investments in climate change & clean energy
 - Provided Strategy envisioning and implementation support
 - Produced financial models- Start-up income statement & ratios, Forecasted Revenue and expense and Pre-money valuation
 - Mainstreaming use of Solar PVs in Buildings in Nigeria by certifying developers with IFC EDGE certificate
 - Participated in planning advocacy seminar on green buildings in conjunction with [IFC EDGE conference](#)
- Regular host for IE University [Events on Tech in Africa](#) with Angel Investors and top CEOs in the Region
- Board Member IE University Fintech Club
- Board Member IE University Aid and Development Club
- Volunteer Resource Person on Financial Planning & Management to [Seeds](#) Nigeria Ltd Accelerator Program
- Volunteer Resource Person on Personal Financial Planning to [Wevo](#) Nigeria Ltd Accelerator Program
- Freelance Real estate Investment and Management Advisor 2012-Date

Interests & Hobbies: Impact Investing/Sustainability | Real Estate | Fintech | Chess | Traveling