

ODUSOLA-STEVENSON, OLAJIDE CALEB

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PERSONAL PROFILE:

I am a results driven, self-motivated and resourceful person with a proven ability to develop and strengthen management teams in order to maximize organization profitability and efficiency. I'm an innovative and creative leader, well experienced in leading team and growing all sectors of a business to make it a dynamic and progressive organization.

BIO DATA

Date of Birth:	15 th March, 1983
Sex:	Male
State of Origin:	Ondo State
Local Govt:	Ilaje
Marital Status:	Married

SKILLS

- Excellent Communication, Organization and Planning Skills
- Interpersonal and team skills.
- Tactful, diplomatic and displays excellent judgment
- Ability to handle Confidential Information on a daily basis.
- Strong managerial skills, including motivating, developing, coaching and leading
- A strong proven track record in relationship building and management
- Problem solving Skills, creativity and ability to take initiatives
- Good Administrative, Leadership and Management Skills
- Results-oriented with a positive outlook and a clear focus on high quality and business profit.

WORK EXPERIENCE

Managing Director

Sept. 2021 – Present

Supreme Microfinance Bank Ltd, Ogudu, Lagos, Nigeria

Key Responsibilities

- Overall day to day management of the affairs of the Bank, in line with the set Visions, Missions and Core Objectives of the owners as represented by the Board of Directors
- Assisting the Board in the formulation of the appropriate Corporate Policies, Strategies, and Business Plans to carry on the activities of the Bank in line with the supervisory and operating guidelines of the Regulators
- Directing the people and other assets/resources of the Bank to meet the purposes of the Bank as laid down from time to time by the Board of Directors
- Ensuring that the businesses of the Bank are conducted legally in line with all laws and regulations applicable in her operating environments at all times
- Professionally and Profitably Managing the Bank for consistent growth of the Shareholders' wealth and for the satisfactions of the Stakeholders in the most responsible manners
- Supplying most relevant information and statistical data to enable the Bank to be properly and appropriately governed by the Board of Directors in the best interests of the Bank

Managing Director

April 2020 – Aug. 2021

Memphis Microfinance Bank Ltd, Akure, Ondo State, Nigeria

Key Responsibilities

- Overseeing the Company's financial performance, investments and other business ventures.
- Setting the overall strategic direction of the company alongside the board
- Overseeing the operations of the bank and coordinating the activities of all staff of the bank.

- Liaising with regulators and other bodies.
- Effective delivery of the company's daily, weekly and monthly Microfinance bank target through financial intermediation, advisory, Investment services etc.
- Offering financial advices, funds arrangement and documentation of same from time to time
- Ensuring timely delivery of Statutory reports
- Developing and maintaining an effective marketing and public relations strategy to promote the products, services and image of the bank in the wider community

ACHIEVEMENTS

- Was responsible for growing the bank revenue through loans, deposits, investments and other banking products.
- I was able to set up the Bank on Internet banking platform through the Nigeria inter-bank settlement system
- Digital banking penetration improvement from 0% to 50% and transformed the bank into the fastest-growing and most trusted Microfinance bank in the state.
- Direct focused and support for economic activities in the real sectors of the Nigerian economy, particularly in enhancing the development and competitiveness of Micro, Small and Medium Enterprises (MSMEs).
- Remarkable improvements in the culture, public perspective, stability and profitability of the bank, today the stands as a major player in the financial services industry in Ondo State.
- The bank did not suffer any infractions from the regulators due to high compliance level on all issues.
- Grew the bank deposit base by 2,500% and customer base increased by 200%
- Establishment of Cash offices with POS services and various e-payment services
- Manpower training, development and Managed staff of 20 employees, overseeing the various departments, and operational duties.

Managing Director

Sept. 2016 –Oct. 2019

Amegy Microfinance Bank Ltd, Lagos, Nigeria

Key Responsibilities:

- Coordinating the activities of the various Unit Heads towards attaining the set objectives of the bank.
- Coordinating the bank's activities to ensure optimal returns to shareholders.
- Representing the bank before the external environment.
- Monitoring compliance with statutory and regulatory requirements, Board, Policies, and Guidelines.
- Exercising direction, supervise, control over the bank's activities and personnel in the provision of financial services
- Monitoring the bank's plans, policies, strategies and control its functions and activities through effective delegation and supervision of financial services.
- Prepare a corporate plan and annual business plan and monitor progress against these plans to ensure that the company attains its objectives.

ACHIEVEMENTS

- Was responsible for growing revenue through loans, deposits, investments and other banking products.
- Analyzed balances and sales trends to predict future performance and ensure progress.
- Branch manager, effectively managed a branch with more than N50M million in total assets and awarded for Breakthrough Performance.
- Grew the Bank capital base from N20M to N60M between 2014 and 2019.
- Managed staff of 16 employees, overseeing the various departments, and operational duties. Used service reports and sales results to predict future performance and to motivate my team.
- Increased accounts, loans, deposits, and products between 160% and 200% by effectively promoting products and services that meets the demand and desire of the people within our operating environment.
- Increased branch revenue with deposit and investment balance growth of over 30% year to date.
- Prepared financial and regulatory reports to CBN and NDIC.
- Elected Assistant General Secretary of National Association of Microfinance Banks Lagos State Chapter July 2019 to October 2020
- Central Bank of Nigeria Approved Pioneer Managing Director/CEO of Amegy Microfinance Bank Ltd

Head of Operations**Aug. 2014 – Sept. 2016****Amegy Microfinance Bank Ltd, Lagos**

- Monitored daily operations to ensure a free flow process and also supervised the execution of daily tasks.
- Oversees the processing of centralized loans and other banking activities to ensure due process, accuracy and accountability are followed
- Ensured client data is protected from the public and secured against fraud by enforcing access rights and verification levels
- Collaborated with heads of other units to develop best practices for successful banking operations
- Took charge of escalated customer complaints and turned it round to an excellent satisfactory level
- Involved in recruitment for some part of the Business and organized training for new starters
- Received cash/cheque deposits from customers and confirming all cheques for payment
- Cash Deposit/Withdrawal from Vault
- Established a continual relationship with a new business through its business Account

Admin Officer**July 2013 – Aug.2014****Amegy Microfinance Bank Ltd, Lagos**

Responsible for handling the day-to-day administrative tasks of the office and making sure that everything runs smoothly.

Key Responsibilities:

- Oversees and administers the day-to-day activities of the office; develops policies, procedures, and systems which ensure productive and efficient office operation.
- Provided assistance and support to the office principal in problem solving, project planning and management, and development and execution of stated goals and objectives.
- Supervised the work of employees in supporting roles, including assigning workload and monitoring employee performance.
- Oversees and facilitates resources management and administration procedures and documentation for the principal.
- Served as the primary point of administrative contact and liaison with other offices, individuals, and institutions on operational and programmatic matters concerning the Office.
- Organized and facilitated meetings, conferences, and other special events; coordinated and attended committee meetings, and participated in committee discussions, as appropriate.
- Assisted in the supervision, and completion of special projects, as appropriate.

Head of Marketing**June 2012 – July 2013****Amegy Microfinance Bank Ltd, Lagos**

- Providing excellent service to customers; making external contact and communication with direct customers & corporate clients
- Carrying out periodic research on the market to identify Customers' needs and identify area of coverage and break into units (market segmentation)
- Updating Business Customers accounts and verifying personal details in accordance with the Company policy
- Savings Deposit Mobilization and Collection of Loan Repayment
- Home/Business Verification and Products Development
- Participating in Credit Committee Meetings, Management Meetings and other ad-hoc Committees as set by Management

NYSC Attaché**Payment Officer/Team Member Group Logistics****July 2011 – June 2012****United Bank for Africa (UBA), Head Office**

- Processed payment forms and bills for vendors.

- Handled enquiries and verified claims.

EDUCATIONAL DATA

University of Lagos, Lagos Master of Public and International Affairs	March, 2015
Olabisi Onabanjo University, Ogun State Bachelor of Science- Political Science	August, 2010
Olabisi Onabanjo University, Ogun State Diploma in Public Administration	November, 2006
St. Finbarr's College Akoka, Lagos Senior Secondary School Leaving Certificate	May/June, 2003

PROFESSIONAL ASSOCIATION

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| • Chartered Institute of Personnel Management (ACIPM) | In view |
| • Chartered Institute of Bankers of Nigeria (Member) | March, 2018 |
| • Nigerian Institute of Management (Chartered) –Member | May, 2012 |

PROFESSIONAL CERTIFICATIONS

Chartered Institute of Bankers of Nigeria • Microfinance Certified Banker (MCIB)	April, 2019
Nigerian Institute of Management (Chartered) • Proficiency Certificate in Management	December, 2011

COURSES & TRAINING ATTENDED

Chartered Institute of Bankers of Nigeria • Economic Recovery. Inclusion & Transformation: The Role of Banking & Finance.	September 2021
Chartered Institute of Bankers of Nigeria • Enhanced Bank Products & CRM	February 2021
Chartered Institute of Bankers of Nigeria • Workshop on Credit Monitoring for Microfinance Banks	November 2020
Chartered Institute of Bankers of Nigeria • Facilitating a Sustainable Future: The role of Banking & Finance	September 2020
Mine Associates • Credit & Marketing, Customer Service & Risk Management	January 2020
Chartered Institute of Bankers of Nigeria • Internal Audit & Control in Microfinance Banks	September, 2018
Chartered Institute of Bankers of Nigeria • Sustainable Lending Techniques for Microfinance Institutions	May, 2015

HOBBIES

Counseling, Meeting people, Lawn Tennis and Research & Information gathering through the internet

REFEREES

Available on request