VINCENT IKECHUKWU OKEREKE

5 Chief Olaiya Close, Off Salawe Avenue, Ketu-Ikosi Lagos

08023264098

vinosque@yahoo.com

WORKING EXPERIENCE

STANBIC IBTC **August 2016 - Date**

PORTFOLIO MANAGER, BLUE AND SILVER SEGMENTS (BANK)

- Develops and coordinates the execution of the strategy for Blue and Silver Banking Products and portfolio across the Bank.
- Implement a Blue and Silver Banking Portfolio support framework for market facing staff such as branch staff to drive a consistent understanding of the bank's products to optimize product sales and management. This includes ensuring training and awareness programs on new and existing products.
- Closely monitor Blue and Silver Banking Portfolio performance, appraise market acceptance and use feedback to initiate product modifications and/or enhancements.
- Carry out periodic market survey to ascertain how competitor's offering or market changes are impacting on product performance.
- Analyze MIS reports to identify relevant performance and local market data for planning, profitability and to assist management in decision making i.e. product portfolio analysis and optimization.
- Ensure the adherence to all internal risk related policies and guidelines.
- Contributes to the formulation, execution and measurement of transactional products (lending & deposits) in order to grow new business and share of wallet in the Product
- People management

RELATIONSHIP MANAGER, WORKPLACE BANKING, LAGOS MAINLAND and SOUTH WEST

- Identify opportunities for Employee banking engagements.
- Develop strategic alliances with internal stakeholders to mine the personal banking ecosystem of developed and prospective relationships within the group.
- Develop consumer product propositions targeted at unfulfilled customer needs and drive customer acquisition, satisfaction and loyalty.
- Product/service communication to employees of different corporate and commercial banking customers through financial management engagement sessions.
- Review product offerings competitiveness, develop consumer products propositions and measure customer experience from our offerings.
- Partner with marketing to organize periodic sessions with Human resources directors and leads. This is to support their roles through the delivery best practice modules from renowned experts in the field.

- Drive the personal banking liability growth and customer acquisition in the zone and across different business locations of the bank
- Drive the digital adoption drive of the bank in the personal banking space.
- Portfolio management of the asset and liability book in the personal banking space.

FIRST CITY MONUMENT BANK PLC **March 2007 – January 2016**

REGIONAL COORDINATOR SALARIED SEGMENT, LAGOS.

- Identify opportunities for the bank's Payroll segment.
- Develop strategic alliances with stakeholders to deliver joint tactical proposals/programs, minimize cost and improve profitability
- Develop consumer product propositions targeted at unfulfilled customer needs and drive customer acquisition, satisfaction and loyalty.
- Product communication
- Review competitive product offerings, develop consumer products propositions and measure customer experience from our offerings.
- Partner with Brand marketing to develop marketing, PR & Media for products launch and periodic promotions. Organize promotional activities and campaigns.
- Manage an array of suitable consumer liability and risk asset products for the Payroll Channel segment.

- **PROFIT CENTRE MANAGER (ORILE-COKER)**
- **ACTING BRANCH MANAGER (ORILE-COKER)**
- **RELATIONSHIP OFFICER (PROFIT CENTRE MANAGER)**

STANDARD TRUST BANK PLC NOW UBA PLC **Sept 2004- March 2007**

- **RETAIL LIABILITY CLUSTER MARKETING (TEAM LEAD)**
- **.RELATIONSHIP OFFICER**

METROPOLITAN BANK LTD **July 2002- Sept. 2004**

- **RELATIONSHIP OFFICER**
- **CTSO** (Customer Transactions Service Officer)

STANDARD TRUST BANK LTD **March 2000-June 2002**

- **CASH OFFICER**
- **FUNDS TRANSFER OFFICER**
- **HEAD TELLER / SUPPORT TO CSO**
- **TELLER**

UNION MERCHANT BANK LTD **June 1999-Feb 2000**

CORPER (NYSC) **TREASURY AND MARKETING.**

EDUCATION AND PROFESSIONAL QUALIFICATIONS

	Certified Retail Banker (In view – Moody Analytics)
2022	Certified Wealth Practitioner (Moody Analytics, United Kingdom)
2014	CILT(UK)- MEMBER AND INTERNATIONAL DIPLOMA
1994 – 1998	UNIVERSITY OF NIGERIA NSUKKA, ENUGU CAMPUS B.sc Marketing (Second Class Upper Division)
1992-1993	HOPE BAY COLLEGE, LAGOS
1986 – 1992	FEDERAL GOVERNMENT COLLEGE, JOS

INTERESTS

Travelling, Taking on new challenges and Brainstorming.

COURSES ATTENDED

- Forensic Science — N.U. EKONG AND ASSOCIATES
- Customer Service Excellence — PHILIP CONSULTING
- Professional Selling Skills — KONSULT SERVE(MGT DEV. CONSULTANTS)
- Relationship Management — LEADERSHIP. (CONSULTANTS)
- Credit course — IBFC AGUSTO TRAINING COMPANY.
- Marketing and selling skills — JMJ CONSULTING
- E-banking — PROFESSIONALS DEVELOPMENT INSTITUTE.
- Retail lending fundamentals — OMEGA PERFORMANCE.
- People Leadership — TEAM BUILD AFRICA
- Team leadership and service excellence — QUEEN'S SCHOOL OF BUSINESS CANADA.
- Team Leader Program — GLC CONSULTING SOUTH AFRICA
- Retail Banking Academy — BRAINCRAFT
- Wealth Master Class — STANBIC IBTC WEALTH
- Driving creativity and Innovation — DALE CARNEGIE

BIODATA

Date of Birth:	5th March 1975
Sex:	Male
State of Origin:	Anambra
Marital Status:	Married.
Local Government:	Orumba North

<u>REFERENCE</u> **TO BE PROVIDED ON REQUEST**