

Mr. Olufemi Babatunde ALLI

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Marital Status: Married

PROFILE

Accomplished banking professional with extensive experience in retail, commercial and investment banking, business development, sales & marketing, relationship management, credit analysis, etc. A reliable and motivated team player, maintaining a high level of trust within the organization and consistently producing positive results.

Key Skills and Strengths:

- Good analytical and planning skills.
 - Highly numerate with keen attention to detail.
 - Keen to learn new tasks and take on challenges.
 - Integrity and supervisory skills.
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SELECTED ACHIEVEMENTS

CFS Asset Management Limited, Kenya

Pioneer CEO. Facilitated the realization of a Fund Manager License from Capital Markets Authority (CMA). The License was received in November 2020.

Skye Bank Plc. (Kofo Abayomi Branch, Apapa, Lagos)

Prospective blue-chip companies and their major distributors were opened in the branch. We provided quality relationship management for our corporate, commercial, and retail customers.

Skye Bank Plc. (Iganmu Branch, Lagos)

Responsible for the stabilization of branch operational and marketing activities immediately after the acquisition of Mainstreet Bank by Skye Bank.

Ensure prompt renewal of expired performing overdraft facilities.

Recovery of 75% past due obligations in the branch within 5 months of engagement.

Mainstreet Bank (Allen Branch, Ikeja, Lagos)

We worked as a team to ensure the consistent profitability of the branch.

Mainstreet/Afribank (NECA House Branch, Alausa, Ikeja, Lagos)

Pioneer branch manager of the new branch based on past achievements and as recommended by management.

We build up the branch from ground zero to liability of N750M within 6 months, mostly stashed in low-cost funds.

Reduced our operating expenses by 25% to improve profitability and eliminate waste.

Afribank (Ketu Branch, Lagos)

Successfully initiated and disbursed personal consumer finance facilities of N343M for 370 staff of a renowned higher institution which greatly improved the branch's profitability.

As a team, my efforts ensured that our branch was the most profitable in Ikeja Region for about 15 months.

EDUCATION

OBAFEMI AWOLowo UNIVERSITY (OAU), ILE-IFE
Master's In Business Administration (MBA)

April 2006 - Nov 2008

UNIVERSITY OF ILORIN, ILORIN
B.Sc. Geography (Second Class Honors, Lower Division)

Dec 1995 – May 2000

GOVERNMENT COLLEGE (UNITY SCHOOL), BAUCHI
Senior Secondary School Certificate (SSSCE)

April 1986 – June 1992

PROFESSIONAL EXPERIENCE

Cititrust Holdings PLC, East Africa Sub-Region (comprising Kenya, Rwanda, Uganda, and Tanzania)
Ag. Regional Chief Executive March 2022 – Date

Responsibilities

- Capital Raising (Debt & Equity) for all the subsidiaries within the East Africa Region.
- Coordinate and assist the subsidiaries in business development.
- Institute a shared structure to support and manage the subsidiaries in the East Africa Region in order to ensure successful service delivery and strategy fulfilment.
- Implements best practice management techniques to provide for effective and efficient management of products and services of the East Africa Region.
- Review the subsidiaries' accounts and plans regularly to determine whether life changes, economic changes, environmental concerns, or financial performance indicate a need for plan reassessment
- Evaluate the profitability of the subsidiaries and design initiatives to improve the revenue and profitability of the subsidiaries.
- Ensures individual subsidiary's profitability and strategically aligns cross-functional activities, products, services, and opportunities.
- Oversees and recommends upgrades and improvements to the Subsidiaries' policies and procedures; sees to it that any approved changes are implemented and are monitored for improvement.
- Work with the Chief Executives of the subsidiaries to access the budget needs and create financial reports for review.
- Prepares various reports for the Global Leadership Council to communicate line of business strategies and profitability analysis.
- Any other duties as assigned by the Group Chief Executive.

CFS Asset Management Limited, Kenya (subsidiary of Cititrust Holdings PLC)
Pioneer Chief Executive Officer

February 2019 – Date

Responsibilities

- The effective delivery of the company's daily, weekly and monthly Investment Banking target through financial intermediation, advisory, Investment and treasury services.
- Sourcing for funds for the operational needs of the company portfolio at competitive rates in the market, while also ensuring a good mixture of funds portfolio at all times for desirable bottom line for the business.
- Offering financial advisory services, funds arrangement and documentation of same from time to time.
- Managing the treasury in compliance with monetary policies and various circulars issued from time to time so as not to run afoul of the regulatory authority.
- Reporting directly to the Board of Directors and the Group Chief Executive of Cititrust Holdings PLC.

South Atlantic Limited, Uganda (subsidiary of Cititrust Holdings PLC)
Non-Executive Director

November 2019 – Date

Cititrust Financial Services Company Limited, Tanzania (subsidiary of Cititrust Holdings PLC)
Non-Executive Director

December 2019 - Date

Responsibilities

- Identify and cultivate lease financing and loan lending opportunities within the corporate and retail sectors.
- Establish/originate, evaluate, qualify and maintain lease financing and loan lending opportunities to customers.
- Develop and implement policies and procedures to improve the efficiency and profitability of the organisation.
- Ensure efficient and timely processing of all required administrative forms, reports and related information.
- Ensure the creation, development and maintenance of a comprehensive database of external contacts and clients.
- Maintain a blotter or schedule of all disbursements, pending, maturities and defaults.
- Submit weekly, monthly, quarterly and periodic summary of achievements, closures, meetings, presentations to the MD/CEO.

Skye Bank PLC (Kofo Abayomi Branch, Apapa)
Team Lead (Commercial Banking)

Jan 2016 - June 2016

Responsibilities

- Establish profitable relationships among existing customers and also prospects by converting them into our books.
- Reactivation of viable dormant accounts in our books for business development.
- Deposit creation and development with a good mix.
- Loans and contingent liabilities creation, control and management.
- Value chain marketing.
- Promoting the bank's product/services tailored to meet and exceed each customer's needs.

Skye Bank PLC (Iganmu Branch)
Business Development Manager (Commercial Banking)

June 2015 - Dec 2015

Responsibilities

- Effective relationship management and marketing of all bank's products and services (retail and commercial).
- Coordinate all business plans for new customer recruitment, dormant accounts reactivation, improve and increase customer's transactions and satisfaction.
- Risk assets creation, control and management. Improve on volume and ensure default rate is minimal (debt recovery).
- Deposit inflows with a good mix. Special emphasis on low-cost funds increment.
- Responsible for all branch activities. Ensure the branch achieves P&L target/budget as mandated by Management.

Mainstreet Bank (Allen Branch, Ikeja)
Relationship Manager/Head, Marketing

July 2014 - June 2015

Responsibilities

- Establish profitable relationships among existing customers and also prospects by converting them into our books.
- Reactivation of viable dormant accounts in our books for business development.
- Deposit creation and development with a good mix.
- Loans and contingent liabilities creation, control and management.
- Value chain marketing.

- Promoting the bank's products and services tailored to meet and exceed each customer's needs and satisfaction.

Afribank Nigeria PLC/Mainstreet Bank (NECA House Branch, Alausa)

Branch Manager

Nov 2011 - July 2014

Pioneer Branch Head/Team Lead, Retail SBU

July 2010 - Sept 2011

Responsibilities

- Responsible for daily branch management functions including Branch Administration, Credit and Marketing as well as management of Assets and Liabilities of the branch in line with all existing directives of the Bank.
- Provide oversight role on the Head of Operations of the branch to ensure that all branch operational activities in Customer services, Cash and Teller, Funds Transfer, Clearing operations etc.
- Responsible for business development initiatives of the branch in asset and liability generation and profitability and business growth.
- Responsible for driving and achieving the Branch's budget as may be advised by the Bank on all Key Performance Indices (KPIs) including Risk Asset volume, Deposit Liability volume, Profitability, Foreign Exchange collections, Electronic business and Transaction services etc.

Afribank Nigeria PLC (Ketu Branch)

Team Member, Retail SBU

Dec 2009 - June 2010

Responsibilities

- Maintain a comprehensive database of information on existing relationships and prospects.
- Establish profitable relationships among existing and potential retail customers within and beyond the target market area.
- Aggressively market the bank's products and services to ensure favourable market response and optimum build-up of revenue.
- Achieving the assets and liabilities target for the retail SBU in the branch.

Afribank Nigeria PLC (Ikeja Regional Office, Allen)

Regional Credit Risk Officer

Sept 2009 – Nov 2009

Responsibilities

- Imputation of approved credit facilities within branch/regional manager's limit.
- Loan restructuring, rescheduling and adjustment.
- Monitoring of approved facility accounts in the region and noting signs of delinquency.
- Liquidation/cancellation of facility accounts as requested by branch and customer.
- Renewal and extension of facilities after approval.
- Removal of expired limits/authorisation upon request.
- Monitor the loans/deposit ratio of each branch in the region.

Afribank Nigeria PLC (Ketu Branch)

Head, Credit & Marketing Department

March 2003 – Aug 2009

Responsibilities

- Develop and implement marketing plans and strategies to improve deposit liability growth.
- Evaluate, analyse and recommend the creation of quality risk assets to improve the bank's profitability.
- Collaborate with the branch manager to ensure that the branch achieves its monthly set target.

PROFESSIONAL MEMBERSHIPS

Chartered Institute of Bankers of Nigeria (CIBN)
Institute of Strategic Human Capital Managers (ISHCM)

Student Member
Associate Member

REFERENCES

Available on request