

# AKINKUNBI MARTINS

## *Business & Financial Manager*

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### SUMMARY

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A success-driven, highly dependable, and ethical leader with 7 years of experience in business and financial systems. Skilled in developing and executing highly effective management and revenue-generating strategies within a multitude of financial markets. An advocate for economically viable projects for Africa that are renewable, regenerative, responsible, sustainable, and resilient. Now looking for a new and challenging position, one which will utilize my advanced organisational, technical, financial, and business acumen to achieve operational and service excellence.

### PROFESSIONAL EXPERIENCE

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#### **AFEX Commodities Exchange**

*Investment Manager, Level 2*

**Lagos, Nigeria**

*October 2021 – April 2022*

- Contributed to business expansion by onboarding, training, and supervising 100+ sub-brokers on the ComX Exchange. Developed the strategies which improved the overall performance of the sub-brokers and their community of investors which led to over 70% increase in total trades executed and over N900 Million invested on the Exchange.
- Conducted fundamental and technical analysis, and monitoring of the weekly commodities market report to garner insights on international and domestic commodities markets and economy; recommendations to sub-brokers and their community of investors shaped overall investment strategy, maximized return on investment, and significantly reduced portfolio risk.
- Responsible for the increased productivity on the ComX platform by developing an investor training program and leading the team of educators to implement the trainings. The training program successfully educated and secured 2000+ NYSC members to download and sign up to the ComX platform as investors.
- Utilized a point-based ranking, investment optimisation approach to incentivise promoters to build their community of investors.
- Implemented changes on the ComX platform, that increased the overall performance and user interface of the App and Web version of the exchange, which lead to an increase in the activities of investors, traders, and brokers.

#### **BluFX**

*Portfolio Manager*

**London, UK (remote)**

*January 2021 – Present*

- Professional Short and Long Term, Swing and Trend trader with expert technical Analysis of trends, demand and supply (support/resistance key levels), moving averages, price action, and analysis for market entry and exit points.
- Uses in-depth understanding of the fundamentals of financial markets, taking into consideration current events, regulatory changes, and government policies, to grow and manage portfolios.
- Performs daily portfolio management tasks: Liquidity management, portfolio re-balancing, risk and performance management.
- Developed and implemented new trading strategies to garner highest returns and minimize the risks inherent in trading financial markets.

**M.B Investment and Commodities Ltd**  
*Managing Director, Financial Manager*

**Lagos Nigeria**  
*October 2016 – December 2020*

**Managing Director:**

- **Business Development:** Increased the company's investment portfolio in the agriculture sector in Nigeria by designing, implementing, and coordinating the plantation of mixed crops including Cassava (20 hectares), Maize (20 hectares), and Cash crops (10 hectares), on 50 hectares of land.
- **Governance and Management Support:** Improved business processes and customer impact by overseeing the processing of our raw Cashew Nuts (RCN) to W240 and W320 Kernels, and Cassava to semi-finished goods, e.g., chips, flour, and flakes (garri) for local consumption and international supply.
- **Revenue Generation:** Oversaw the annual supply chain from local purchase to domestic and international delivery of 500 and 1500 metric tons (MT) of Cashew Nuts to Flour Mills of Nigeria and Lenz commodities Limited, respectively, and 500 metric tons (MT) of Shea Nuts to Aak Denmark, etc.

**Financial Manager:**

- **Investor Relations:** Negotiated the procurement of key investors. Directly managed a complex portfolio of said investors, building and maintaining great working relationships, and keeping them abreast of accurate financial information, e.g., cost analyses, sales forecasts, return on investments (ROI), and income statements, etc.
- **Market Expertise and Innovation:** Developed a proprietary trading system designed to capture market volatility in the agricultural sector and identify profitable investment opportunities.
- **Financial Sales:** Created 25% yearly profit for company by identifying new business and referral opportunities and utilizing networks of internal and external contacts to build and grow income base.
- **Core Financial Processes:** Drove effective financial management activities, e.g., annual budget development, cash flow management, and earnings improvement plans, etc.

**Dan Oku & Co**  
*Assistant Accountant (NYSC Service)*

**Calabar, Nigeria**  
*January 2016 – September 2016*

- Responsible for daily account tracking and cash flow reporting, and bi-monthly forecasting.
- Assisted Senior Financial Accountant in preparation of profit and loss statements, balance sheets, weekly and monthly reports, and the year-end audit process, etc.
- Assisted in conducting the analysis of financial accounts – **Calabar 2015 financial year field audits** – at Cross River Basin Development Authority, Ishie Micro-Finance Bank Limited, Iquasu Ventures Limited, and Mayfair Lounge, to ensure reliability and correct registration of financial information.
- Achieved 15% company cost reduction by transforming key financial processes from ~80% manual, paper-based processes to ~5 paper-based and 95% automated operations.

## **AREAS OF EXPERTISE**

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- Corporate strategy and business management
- Risk regulations and compliance
- International financial management=
- International trade
- Corporate finance
- Financial planning and control
- Accounting
- Agribusiness
- Technology and computer literacy
- Quantitative and statistical analysis

## **EDUCATION**

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**Association of Chartered Certified Accountants, UK**

**Lagos, Nigeria**

*In Process*

**University of Salford**

*MSC in International Banking and Finance*

**Salford, England**

*January 2014 - May 2015*

**University of Salford**

*BSC in Business Management and Economics*

**Salford, England**

*September 2010 - July 2013*