

SHAIBU, DANIEL OMEIZA

Plot 147, EN4330, FHA, Newsite Estate, Lugbe, Abuja
Mobile: +2349033053030 | Email: shaibuomeizadaniel@gmail.com

BIODATA

Marital Status: Single

Nationality: Nigerian

Date of Birth : 5th June, 1992

Gender: Male

PERSONAL PROFILE

A dynamic, resourceful, and energetic individual with over five (5) years of experience in sales and marketing in the financial services industry, agricultural value chain commodities trading. Also experienced in business development, administration and real estate,. Right now, Daniel is looking for a rewarding role with an exciting & forward-thinking company that will allow him to contribute his quota to the growth of the organization. Daniel has the ability in leadership, administration, business development strategy, sales and marketing, evident in his ability to manage chains of businesses as a business development strategist. In addition to his marketing skills, he has held several administrative positions, in and outside an office setting, which has helped developed competence in human relations, effective communication and writing skills, customer relationship management, project management, business optimization, risk management alongside leveraging on social media and digital marketing skills in profiling customers' interests and converting them into sales, harnessing high ticket closing skill. Daniel worked with Zenith Bank – Prudential Life Insurance Plc as Financial Sales Executive, UK-Dion Investment Ltd as a Financial Advisor. Daniel also volunteers as a Team Lead, Business Optimization with The Tribe Africa (NGO) and with Dillions Global as Sales Manager, currently with Ally Microfinance Bank as a Senior Corporate Banker. Daniel holds a Bachelor's Degree in Chemistry from Federal University of Agriculture, Makurdi, Benue, Nigeria.

KEY SKILLS AND COMPETENCIES

- Salesperson
- Managerial abilities and Administrative Capacity
- Confident with IT and the basic office software packages (Word, Excel, and PowerPoint, etc.).
- Comprehensive knowledge of equality and diversity issues.
- Excellent administration skills.
- Setting up new and effective systems and processes.
- Handling staff recruitment and appraisals.
- Dealing professionally with all correspondence, complaints, and queries.

EDUCATIONAL QUALIFICATIONS AND INSTITUTIONS

2012 - 2016 Bachelor of Science, Chemistry (Second Class Upper)

Federal University of Agriculture, Makurdi, Benue, Nigeria.

2004 – 2010 Senior School Certificate Examination (SSCE)

Government Secondary School, Steel City Ajaokuta, Kogi, Nigeria.

1999 – 2004 First School Leaving Certificate (FSLC)

Ajaokuta Steel Company Staff Primary School 3, Kogi, Nigeria

CERTIFICATIONS, TRAININGS, MEMBERSHIP & ONLINE COURSES

2021 Investment and Portfolio Management

2020 Forms of Business Structure (Corporate Finance Institute)

2020 Fundamentals of Accounting (Corporate Finance Institute)

2020 Fundamentals of Credit (Corporate Finance Institute)

2019 Neuro Linguistics Programming (NLP)

2018 Association of Registered Insurance Agents of Nigerian (ARIAN)

2018 Insurance and Financial Management

2018 Sales and Marketing Strategy

2018 High Ticket Closing (Dan Lok)

2018 Health, Safety, Security and Environment (HSSE Level 1,2&3)

2017 National Youth Service Corps (NYSC)

2011 Diploma in computer (ICT Hardware and Software Technician)

LEADERSHIP AND WORK EXPERIENCE

2022– Senior Corporate Banker | Ally Microfinance Bank

Address : 9 Dunukofia Street Area 11, Garki, Abuja

Responsibilities

To build up the Bank's liability generation and be overall responsible for the liability generation target of the Bank. Promoting investment products of the Bank to corporate and individual clients, and also maintaining knowledge of a wide range of investment and financial products ranging from fixed income, Sukuk, Mudarabah, bonds, shares.

- The creation of a liability generation for the Bank
- Sourcing of HNI clients for both deposits & loans in line with set targets.
- Deposit Liabilities portfolio growth rate up to N360,000,000.00 (Three Hundred and Thirty Six Million Naira) annually.
- Source appropriately priced and structured deposit liabilities for the Bank from retail and institutional sources.
- Cultivate new clientele on a regular basis.
- Cultivate and maintain courteous and efficient relationship with clients.
- Participate in creating new and better marketing based on field experience.
- Source for new clients and expand client network in professional and social settings.
- Develop and maintain a portfolio of important revenue, generating client relationships within the defined market segment.
- Present investment opportunities and related analysis while pitching proposed course of action in meetings with clients.
- Relate with investment analysts to assess financial information and investment opportunities.
- Engage in regular research and reading to stay apprised about the state of the Nigerian economy, global financial markets, and general current event.

- Process efficiency and turn-around-time less than 24 hours, minimal customer complaint for customer growth rate and retention.
- 100% Compliance with regulatory bodies governing the financial services industry.

2022 Sales Manager | Dillions Global

Address : 167 Ademola Adetokumbo Crescent, Wuse 2, Abuja

Responsibilities

- Sales and marketing of cassava starch for a production capacity of 150 Tonnes per day with a revenue generation target of seventy-five million (75,000,000) Naira.
- Generating revenue via local and foreign (export) sales.
- Scheduling meetings with clients and coming up with new marketing strategies to negotiate sales and purchase of cassava starch(food grade)
- Collecting, loading, and unloading goods, and transporting them to the desired location.
- Setting up attractive product displays and having positive engagements with clients.
- Conducting market research and attending events, workshops, and training sessions.
- Planning and organizing product launches that create excitement around the brand.
- Liaising with warehouse and maintaining stock levels.
- Inspecting all stock and reporting any problems promptly.
- Providing excellent customer service and following up with potential clients.
- Using social media in marketing campaigns.
- Recruiting and training new representatives.
- Create, develop and exploit commercial opportunities to increase the company's income through existing and potential new clients with whom you will target, initiate and develop business relationship
- Ensure that the management is constantly appraised of the business activity, market opportunities, status, trends and business developments
- Develop strategies to realize commercial opportunities and minimize risks to the business;

- Produce and deliver a sales action plan which supports the company's strategic objectives, achieving sales targets and using initiative to take corrective measures as needed;
- Maintain a comprehensive knowledge of the company's portfolio and working knowledge of competitor products
- Managing rights and obligations under the company's key commercial agreements and other regulatory bodies;

2020 - 2021 Team Lead – Business Optimization | Tribe Africa (NGO)– (Volunteering)

Responsibilities

Tribe Africa is a Pan Africa none governmental organization, my job description

Includes the implementation of the corporate objective of the organization, below are the highlight of what I did volunteering ;

- Facilitate with 1,000 stakeholders, policymakers, and SME drivers on small and medium enterprise growth in Nigeria during project Economic Re-engineering conference Abuja
- Mobilization and work with more than 200 volunteers advocating for SDG8 holistic approach in solving unemployment problem in Nigeria.
- Mobilization financial partners and non-financial partners conduct a vulnerability assessment and identify cases around SDG8 implementation in Nigeria.
- Conduct Focus Group Discussion, in close collaboration with development partners, advocating for SDG8 implementation in Nigeria.
- Liaise with community leaders, to enhance community engagement and participation.
- Conduct information sessions, record feedback, and report results in a logical and accurate form.
- Conduct regular monitoring visits to the field, to follow up on activities and ensure community participation in the activities.

- Facilitate state and regional sensitization on the program objectives and methods to stimulate and eventually promote the understanding and participation of the target population.
- Plan and organize actions and engagements with new and existing development partners to apply pressure to decision-makers to advance SDG8 advocacy in Nigeria, and globally.
- Participate actively in developing campaigns materials and toolkits.
- Lead in building strong relationships with and recruiting youth-led organizations, student-body organizations.
- Develop, organize, maintain, and document records for SDG8 program and volunteer activity and engagement.
- Moderate comments on Twitter, WhatsApp Groups, and other social media platforms
- Keep up to date with and share the latest trends, tactics, technology in offline and online campaigns

2020– 2021 Financial Advisor | UK-DION INVESTMENT LTD

Address : 19, Ogbomosho Street, Area 8, Garki, Abuja

Responsibilities

- Negotiation of sales and purchase of investment portfolios
- Create, develop and exploit commercial opportunities to increase the company's income through existing and potential new clients with whom you will target, initiate and develop business relationship
- Ensure that the management is constantly appraised of the business activity, market opportunities, status, trends and business developments
- Develop strategies to realize commercial opportunities and minimize risks to the business.
- Produce and deliver a sales action plan which supports the company's strategic objectives, achieving sales targets and using initiative to take corrective measures as needed.

- Maintain a comprehensive knowledge of the company's portfolio and working knowledge of industry and competitors products/services.
- Managing rights and obligations under the company's key commercial agreements and other regulatory bodies.

2018 – 2020 Financial Sales Executive | ZENITH BANK - Prudential Zenith Life Insurance

Address : Zenith Bank, Plot1205 Aminu Kano Crescent Wuse 2, Abuja

Responsibilities:

- Designing and implementing effective marketing strategies to sell new insurance policies or adjust existing ones.
- Conduct presentations on new and existing insurance plans and policies with benefits.
- Contacting potential clients and creating rapport
- Appraising the wishes and demands of business or individual customers and selling the suitable insurance plans.
- Collect information from clients on their risk profile
- Prepare reports on the success of your business endeavors
- Retain continuous awareness of transactions, sales and terms and keep relative records
- Check insurance claims to solidify trust and safeguard reputation.

REFERENCES

Will be provided on request

I certify that the information is true and correct to the best of my knowledge and belief.

I also authorize the organization or representative to verify or validate the content stated therein. I trust that this information shall remain confidential.

28th December, 2022.