

TIMSON UDOH

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EDUCATION

- 2021** MSc Public Administration - **National Open University of Nigeria**
- 2019** PGD Criminology & Security Studies - **National Open University of Nigeria**
- 2012** **Professional Diploma** Human Resources Management – **CIPM**
- 2006** HND Mass Communication - **Auchi Polytechnic, Edo State**

PROFESSIONAL QUALIFICATIONS

- 2022** **Member**, Chartered Institute of Bankers of Nigeria (MCP) - **N152789**
- 2019** **Member**, Chartered Insurance Institute of Nigeria (CIIN)
- 2012** **Associate**, Chartered Institute of Personnel Management (CIPM) - **3/1200372**
- 2010** **Associate**, Chartered Institute of Finance and Control of Nigeria (CIFCN) - **A/1824**

CERTIFICATIONS

- 2021** Modern Day Operations at Branch Level, **National Insurance Association**
- 2021** Data Protection and Privacy - **Data Pro Institute Limited**
- 2020** Various - **LinkedIn Certifications**
- 2019** Fire & General Insurance - **College of Insurance & Financial Management**
- 2016** Marine & Aviation Insurance - **EI - Shaddai Global Consulting**
- 2011** Creative Writing - **Federal Radio Corporation of Nigeria**

WORK EXPERIENCE

CURACEL (Dec 2021 to date)

Growth Manager, Partnerships and Start ups

- Source and qualify partnership (B2B2C)
- Research/Generate new markets using online and offline metrics
- Supervisor of all productivities, resources for profitability
- Use of CRM/Hubspot/Asana/Salesforce/LinkedIn and other sales tools
- Monitor/Initiate and close relationship for Startups and emerging markets
- Train and guide the marketing, sales and Growth teams

Management Committees:

- Chairman – New Market and Growth Scrub
- Member – Business Pipeline and Qualifications
- Member – Product Development and Growth Plan Committee

Key Performance Indicators Achieved:

- Partnership with 36 Startup (Emerging Market) -*list is growing*
- Expansion of product and networks with aggregators
- Tied partnership with 16 MFIs - *list is growing*
- Sales to Ghana and Kenya markets

UNIVERSAL INSURANCE PLC (Jan 2021 to Dec 2021)**Head, Alternate Channels and Personal Lines**

- Develop winning team, structure and sales plan
- Develop and sustain new market, partnership with emerging clients
- Recommend risk management strategies that fit clients' personal risk profiles
- Develop marketing strategies for competitions in the industry
- Enhances corporate clients, insurance alternate brokers and agencies relationships
- Plan and coordinate training programs for sales staff
- Project sales and determine the profitability of products and services
- Member** – Retail Product Development Committee

Key Performance Indicators Achieved:

- Delivered Courteville Business Solutions
- Delivered Compare Insurance (Retail Online Platform)
- Delivered Ecowas Brown Card Bureau
- Delivered SCIB, IBN and Ark Insurance brokers' retail
- Delivered I-fitness Gym Center
- Delivered Auto Genius online sales platform
- Delivered In-Drivers (Uber and Bolt drivers association - PEDPAN)
- and over seventeen (17) MOUs at 68% completion in pipeline

ALLIANZ NIGERIA INSURANCE PLC (Jan 2018 to Dec 2020)**Deputy Head, Mainland Intermediaries (Jan 2019 – Dec 2020)**

- Insurance brokers sales and management
- Direct sales to business at the Mainland region
- Aggregators and partnership
- Plan and oversee incorporation of insurance programs into GWP of company
- Deputizing on behalf of the Group Head (as assigned) and supervising subordinates
- Track insurance claims to ensure client and company satisfaction

Key Performance Indicators Achieved:

- Achieved 68% of Team budget
- Achieved 73% individual KPI target
- Sign up Seven (7) new insurance brokers and sold to their 31 new clients (48 policies)
- Up sold and Cross sold to 13 existing customers totaling N11.7m

Committees, Commercial Business Division

- Deputy, Manufacturing and FCMG Unit (2018 -2019)
- Member of Audit Committee on Commercial Business Division
- Member, CBD claims custodian committee
- Member, SCIB Relationship management team
- Maintain renewals registers and follow up with clients
- Member of committee that produce 2019 Planning Dialogue for the division

LAW UNION AND ROCK INSURANCE PLC (Jan 2014 – Dec 2017)

Head, Corporate Sale (August 2016 – Dec 2017)

- Achieved 91% of budget with three intern's personnel
- Initiated Digital Marketing Optimizations (DMO) on 12 e-commerce platforms
- Developed Company's winning sale proposal and plan in Corporate Sales
- Developed plan for emerging brokers/agents
- Mediating disputes with customers and contributing to meeting sales targets
- Awarded – Marketing staff of the year award – 2017**

Team Lead, Banc assurance, Stanbic & Polaris Bank (Oct 2015 to Aug 2016)

- Achieved branch expansion target of 50 Skye Bank branches to existing 11
- Grew Stanbic IBTC Banc assurance from 11% to 41% GWP in 2016
- Planning Dialogue to start a new sector (corporate Sales)
- Awarded – Young sales staff of the year**

Ikeja Branch Office – Team Lead, Corporate Business (Jan 2014 to Sept 2015)

- Achieved Company's goal of creating retail office at Ikeja with 70 active sales agents
- Closed the year with 82% of budget of N105m
- Introduced 172 new accounts with 812 policies counts
- Confirmed and promoted under a year in the Insurance industry**

UNION BANK OF NIGERIA PLC, Chevron Branch, Lagos (Dec 2008 – Dec. 2013)

Commercial Banking - Business Dev. Officer (Feb 2012 – November 2013)

- Won Zonal Coordinator's award for best staff – 2012
- Debt recovery, loan restructuring reduced by 31%

Retail & Consumer Banking - Credit Officer (June 2009 - Feb 2012)

- Liability generation of over ₦410m (DDA, FDR and SA)
- Risk assets of ₦180m (Consumer and auto loans)
- Sign on over 2,500 customers on Union Bank e-products platform
- Opened over 300 new accounts and 98 reactivations of accounts
- Revenue collections totaling ₦214.2m

TECHNICAL SKILLS

- Experience in financial planning
- Good communication and negotiation skills
- Proficient user of Microsoft Office applications
- Data analytic, thoughtful and resourceful
- Soft skills

INTEREST

- Developing business intelligence solutions
- Book writing, reviews and publications

REFEREES

Available upon request