

ADEDOYIN ADELAKUN O.

INVESTMENT MANAGER

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Professional Profile

Highly Experienced Investment Analyst with 17 years of expertise in financial analysis, risk management, and quantitative analysis. Proven success in asset allocation, portfolio management, and achieving sustainable growth. Proficient in market research, statistical analysis, and regulatory compliance. Exceptional at utilizing investment software for decision-making. Skilled in diversification, alpha, beta, and fundamental analysis. Adept at hedging and benchmarking. Excels in technical analysis, yield, and volatility assessments. Strong communication skills and leadership abilities. Demonstrated adaptability, problem-solving, and ethical behavior.

Skills

Financial Analysis | Risk Management | Quantitative Analysis | Asset Allocation | Market Research | Statistical Analysis | Portfolio Management | Regulatory Compliance | Investment Software | Diversification | Alpha | Beta | Fundamental Analysis | Hedging | Benchmark | Technical Analysis | Yield | Volatility | Communication Skills | Leadership | Adaptability | Problem-Solving | Ethical Behaviour | Empathy | Analytical Thinking | Negotiation | Emotional Intelligence | Client Relationship Management | Time Management | SEC Sponsored Individual

Tools:

Microsoft Office | Salesforce | BlackRock's Aladdin | Bloomberg Terminal | Adobe Acrobat | Microsoft Teams | Morning Star Direct | RiskMetrics | FactSet | Power BI |

Professional Experience

Lancelot Fund & Portfolio Management Ltd

Managing Director (Investment Manager)

April 2022 – Till Date

- **Achieved 15% AUM growth**, surpassing annual targets and **boosting revenue**.
- Successfully exceeded business development goals, **driving 25% growth in client acquisitions**.
- Spearheaded the company's business development, client acquisition, and AUM growth, fostering sustainable expansion.
- Supervised the daily management of the firm, ensuring efficient and compliant operations.
- Crafted value-driven policies and propose strategic actions benefiting all stakeholders.
- Developed and presented comprehensive annual business, capital, and operating plans to support long-term strategies.
- Ensured the company's competitive edge within the asset management sector.
- Championed the creation of a proficient management team, guiding leadership development and succession planning.

Lead Asset Management Limited

Head of Investment (Sales & Marketing)

May 2021 – April 2022

- Identified and cultivated prospects and clients, **resulting in a 25% increase in new business revenue**.
- Leveraged the organization's relationships with existing institutional accounts, **leading to a 15% boost in client satisfaction and retention**.
- Assisted in the development and launch of new products.
- Acted as a liaison to investment management groups, ensuring active and enthusiastic support of the sales and marketing process.
- Ensured that product and sales materials are consistently updated and tailored for the applicable presentation, conference, or opportunity.

Coralstone Capital Limited

Head, Investment Management

Oct. 2019 – March 2021

- Generated additional revenue streams, contributing to a **10% increase in overall portfolio returns**.
- **Improved client satisfaction by 25%** through personalized investment solutions.
- Researched investment products and investment apps to innovate new offerings for clients.
- Developed and executed investment management strategies, including analyzing macroeconomic updates and reports for clients.
- Engaged with the investment community and stakeholders, maintaining open communication, gathering feedback, and creating surveys for follow-ups.

Prosperis Holdings Limited

Investment Manager

July 2018 – March 2019

- Managed Investor Relations and Stakeholder Engagement retainership for a diverse clientele/companies **exceeding N50 million**.
- **Achieved growth targets by 12%**, leading to the expansion of the client portfolio.
- Analyzed financial statements and communicate with investors to make informed investment decisions.
- Enhanced value creation for companies by providing Stakeholder Engagement services.

United Bank for Africa Plc.

Acting Head & Team Lead, Investor Relations

Feb. 2014 – May 2016

- Met or exceeded quarterly growth targets for three consecutive years, resulting in a **12% increase in stock price**.
- **Reduced response time by 30%** to investor inquiries, improving customer satisfaction.
- Prepared comprehensive responses for executive management in advance of meetings and investor/stakeholder conferences.
- Analyzed and present UBA's performance results for communication to analysts and investors.

Vetiva Capital Management Limited

Research and Strategy Equity Analyst

Sept. 2007 – July 2013

- Offered in-depth analysis and recommendations for seven companies with a **market capitalization of over N600 billion in the Consumer Goods and Healthcare Sectors**.
- Researched companies for potential inclusion in the universe of stocks for investment portfolios and offering recommendations to assist asset managers.
- Collaborated closely with the portfolio management team to determine the best investment fits for portfolios and clients' investment objectives

Greenwich Trust Limited

Research and Investment Analyst

Feb. 2006 – Aug. 2007

- Optimized investment strategies, **resulting in a 15% increase in portfolio value**.
- Managed public offers, proceeds, and remittance issues.
- Oversaw clients' accounts, ensuring optimal investment performance.

Education & Trainings

University of Salford (RKC)

MSc Finance and Investment Management - In View 2023

SEC Sponsored Individual

Asset Manager 2021

Obafemi Awolowo University

Bachelor of Science in Economics

IBFC Agosto Training

Financial Statement Analysis

Brown Consulting Training

Financial Modeling

Executive, Literary and Debating Society