

# RIDWAN GBADEYANKA

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## PROFILE

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I am a results-oriented professional with a strong background in the financial services industry, encompassing corporate banking, financial markets, and market research. My career journey has afforded me diverse experiences, extending beyond conventional finance as I possess a profound understanding of treasury and financial instrument products, including Exchange traded derivatives, Over-the-Counter (OTC) derivatives, fixed income, and currencies, complemented by a keen insight into Nigerian macro-economic dynamics and adept data analytics skills.

My passion lies in positively impacting the financial markets, with a particular focus on honing expertise in investment banking and deals execution. I am currently seeking a role in a forward-thinking organization that values innovative ideas and creative solutions. My goal is to contribute substantial value and deliver excellent solutions to clients' pressing problems. If your organization is on a quest for fresh perspectives and individuals committed to driving business success through innovative ideas, I am poised to be an asset to your team.

## EXPERIENCE

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### **FMDQ Securities Exchange Limited** *Debt Listings and Quotations Analyst*

Lagos, Nigeria  
September 2022 till date

- Consistently conducted comprehensive research on global financial product offerings, extracting valuable insights to restructure and enhance offerings in the Nigerian Capital Markets, playing a key role in achieving product diversification while identifying opportunities for improvement.
- Developed and implemented strategies to facilitate capital raising through debt or equity in the capital market, contributing to the successful listing/quotation of securities valued at c. ₦2.88 trillion.
- Acquired in-depth knowledge of the financial markets, specializing in the intricacies of debt capital market offerings, and simultaneously facilitated seamless onboarding for new debt issuers, ensuring strict compliance with regulatory standards
- Designed and executed competitive pricing structures in alignment with a strategic pricing philosophy, leveraging analytical and research skills to assess global market trends and competitors pricing models
- Effectively utilized data visualization tools in the development and delivery of compelling presentations, tailored proposals, and preparation of persuasive pitch decks for both internal and external stakeholders
- Fostered deep stakeholder engagement through effective communication, feedback sessions, and a keen understanding of client and partner needs

### **Guaranty Trust Bank PLC** *Relationship Manager (Corporate Banking)*

Lagos, Nigeria  
February 2021 – July 2022

- Utilized financial advisory expertise to facilitate credit infusion for corporate clients across diverse industries. Concurrently, managed a dynamic portfolio with risk assets valued at approximately c. ₦2.00 billion and a deposit liability of c. ₦10.00 billion
- Successfully conducted corporate sales to onboard corporate customers with annual turnovers above ₦1.00 billion with proper KYC and enhanced due diligence to ensure anti money laundering compliance according to the regulators' standards, while proactively identifying and mitigating inherent risks
- Conducted comprehensive market research and in-depth industry trend analysis, instrumental in identifying lucrative business prospects, leading to a c.10.00% increase in the Bank's market share within Nigerian aviation sector
- Scrutinized and assessed corporate clients' financial needs through stakeholder engagement and financial report analysis, leading to a remarkable 220.00% portfolio growth and a significant 15.00% reduction in non-performing loans

### **Flourishing Farms and Consulting Services** *Business Consultant*

Sango-Otta, Nigeria  
November 2018 – October 2019

- Devised innovative strategies and sustainable initiatives to enhance operational efficiency and profitability for clients in the agribusiness sector, contributing to an average increase of c.100.00% in revenue for several clients
- Composed a guidebook on agribusiness management to expedite delivery of consulting services to clients, resulting in a 33.00% reduction in total time spent per client, compared to the usual three-week timeframe

## EDUCATION

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### **Nexford University** *Master of Business Administration (MBA)*

In view

### **University of Ilorin** *Bachelor of Engineering in Agricultural and Biosystems Engineering*

September 2018

- Second Class Upper Division (GPA: 4.06 / 5.00; Graduated among top 5% of the class)

## ADDITIONAL INFORMATION

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- **Publication (ResearchGate)-Strength and Micro-Structural Properties of Wood Chips Composite Panel:** This paper explored the adoption of an environmentally sustainable practice involving the recycling of wastes from the mill to manufacture particleboard
- **Coursera Data Analytics Specialization [Certificate](#)**
- **Data Analytics Tools:** Microsoft Excel, Power BI, Python, and SQL
- **Entrepreneurial Venture:** Launched an agricultural enterprise immediately after completing my undergraduate program, establishing a thriving poultry farm. The enterprise yielded exceptional results, achieving a return of over 700.00%