

# AKANBI, AKINWUMI E

Mobile: +2348164832668 | Email: [akinwumiaakanbi@gmail.com](mailto:akinwumiaakanbi@gmail.com)

5, Off Prof Sanda Street, Akobo Estate, Ibadan

## PROFILE SUMMARY

**Vastly experienced Customer Relationship management Expert** with expertise in retail banking, Consumer and business Finance. Well-versed in Business process management, Deposit Mobilization, Loan processing, Market analysis and penetration, Team management. Highly knowledgeable in the Fintech space, business analysis, risk assessment and best practices; possessing effective communication, refined leadership and dynamic people management skills. Open to career furthering opportunities where I can effectively utilize my hard and soft skills.

## CORE COMPETENCIES

- Customer Relationship Management (CRM)
- Consumer and Business Finance
- Retail Banking
- Business Process Management (BPM)
- Debt Recovery
- Real Estate
- Teaching and Counselling
- Project Management
- Financial analyst with competence in Marketing strategy and segmentation.
- Customer service Expert

## SKILLS HIGHLIGHTS

- Refined ability to work with minimum or no supervision.
- Strong team collaboration skills. Work closely with team members to achieve goals.
- Solid, persuasive and genuine communication, facilitation and relationship building skills.
- Excellent ability to establish and work to priorities while managing multiple work streams.
- Excellent time management skills
- Updated software skills: Microsoft office applications; word, excel, outlook, PowerPoint. Presence on social media: LinkedIn, twitter.

## EXPERIENCE

### FINANCIAL ANALYST

PAGE INTERNATIONAL FINANCIAL SERVICES LIMITED, (PAGE MFB)– Nigeria

JAN. 2020 – Present

- An active member of the team responsible for proper market analysis and segmentation.
- Develop and implement techniques to effectively disburse personal and business facilities to individuals and corporate entities that perfectly match the companies profiling. .
- Worked with senior management team to develop an innovative marketing strategy supporting the organization’s objectives.
- Conversion of new business prospects through cold calls.
- Provide financial advisory to potential customers on product that suits their need.
- Awareness creation for the brand coupled with deposit Mobilization.

### BUSINESS MANAGER

SHOWAL INTEGRATED SERVICES LIMITED –LAGOS, Nigeria. ([www.showalinvest.com](http://www.showalinvest.com))

2018 – 2019

- Achieve steady growth of the business and manages staffs of the Loan Company.
- Conduct and monitor monthly performance review for all staffs of the firm.
- Lead debt recovery team and achieve almost 100% recovery from all debtors.
- Educate staffs customer relationship management skills to achieve optimum performance.
- Responsible for client’s development, business operations, talents and project delivery
- Responsible for managing P&L and external partners
- Achieve perfect business relationship with our investors and setting strategic direction for the firm.

### RELATIONSHIP OFFICER

ACCESS BANK NIGERIA PLC

2015 - 2017

- Achieve and surpasses my monthly set targets through direct sales of bank’s financial and non-financial products (All variables of accounts and e-channels)
- Consistent deposit mobilization through investment bookings and maintained a growing customer position with an average CASA growth of 20million Naira.
- Work in a team of 5 marketers in the personal banking division that successfully grew the team’s balance sheet to and above the Break-Even deposit earlier than the bank’s projected date.
- Identification and significant conversion of new business prospects in catchment areas through cold calls.
- Solicits and convinces credit worthy, existing customers to patronize our loan products (Personal and Business loans) which are sources of income to the bank through commissions and fees generated from loan disbursed.

**DATA VERIFICATION OFFICER  
OLX NIGERIA**

2015

- I was responsible for the verification of properties and clients utilizing the company's official website in Ibadan Metropolis. This task was to identify and differentiate fraudsters from genuine property dealers.

**EDUCATION**

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- **MSc. Information Resource Management (Database design and Administration)** – University of Ibadan, Oyo state. **In view**
- **BSc. Zoology** – Obafemi Awolowo University, Osun State, Nigeria **2013**

**PROFESSIONAL AFFILIATION AND QUALIFICATIONS**

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**INTRO TO DATA AND DATA SCIENCE - 365 DATASCIENCE- 2020**

**ICT and Business skills training** – Oracle/Federal Ministry of communications -2018

- **Oracle Certification Program**
  - ✓ Oracle Database 11g: SQL Fundamentals – 2012
  - ✓ Oracle Database 11g: Administration 1 - 2012
- **NIIT, Abuja Nigeria**
  - ✓ Linux & Oracle Database Administration; 2011-2012

**CAREER OBJECTIVE**

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- To be a valuable member of a reputable organization, and exploring initiatives that will accelerate business goals through hard work, diligence and commitment.

**PERSONAL PROFILE**

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- A dynamic, confident and passion driven individual who has successfully embedded his core Values of Integrity, Trustworthiness and Mutual Collaboration in pursuing set goals for self and team's collective objectives.

**PROFESSIONAL REFEREES**

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- Available upon request