**BABALOLA ADENIYI EZEKIEL**

**Address: E37AB91, Arisekola street, Iwo Road, Ibadan, Oyo State.**

**mail:** [**babs66284@gmail.com**](mailto:babs66284@gmail.com) **Mobile No: 07030233649 / 08024565135**

**State of Origin: Osun**

**Nationality: Nigerian**

**Education and Qualifications**

✓ Federal College of Agriculture and Technology Akure, Ondo State -

2011-2013

Higher National Diploma in Animal Production Technology.

✓ Federal College of Agriculture and Technology Akure, Ondo State -

2007-2009

National Diploma in Animal Production Technology.

✓ Rapid High School Ikole-Ekiti, Ekiti State, Nigeria -

2004

✓ Rapid Primary School Ikole-Ekiti, Ekiti State - 1998

First School Leaving Certificate.

**Work Experience**

**Rosabon Finance Limited**

**Position: Team Lead**

**Duration: July 2022 – Till Date.**

**Job Description / Responsibilities**

Supervise employee productivity and provide internal processes for improved efficiency while adhering to legal guidelines

Provide data analytics of sales, distributors, and partners to relevant management teams

Work with assistant managers to develop long-term strategic initiatives

Create and maintain rolling three-month plan for forecasting, targeting, and attaining sales

Participate in development of competitor analyses and pricing strategy

Support customer-facing operations, including sales, marketing, and public relations

**UK-DION Investment Limited,**

Adeniyi Jones, Ikeja, Lagos Nigeria.

**Position:** Team Lead / Loan Analyst.

Duration: Nov. 2021 - June 2022

**Job description / Responsibilities.**

●Reviewing of SME loans document from clients before approval of loans.

●Contact correspondent lenders for any missing documents and request correction of documents when necessary.

●Select to participate in company management as a critical member of loan origination process improvement team.

●Gather and document project requirements by conducting activity-base analysis of foreclosure processes and provide recommendations base on the findings.

●Conduct analysis of mortgage origination issues raise by mortgage insurance companies or investors and preparing written rebuttals to those issues.

**Achievement:**

Consistently meeting the monthly target.

Exceeding yearly target by 95%.

Training of New staffs.

**LAPO Microfinance Bank**

**Position:** Team Lead

**Duration:** July 2019-Nov 2021

**Job Description / Responsibilities.**

●Rollout the loan capital grant application process.

●Finalize procedures/ formats for MFI loans.

●Negotiate and sign loan guarantee agreements (pending funding).

●Monitor the market of MFI performance against targets.

●Document and report findings using the financial tool Performance Monthly Target (PMT)

**Achievement**

●Meeting and exceeding my monthly target.

●Manage over 5000 customers.

●Introducing New product (assets finance)

**Credit Capital Service Limited.**

**Position**: Branch Head

**Duration:** 2017-2019

**Job Description / Responsibilities.**

●Ensure high-quality service by efficiently managing, developing and using all available resources (i.e. staff, systems and processes)

●To ensure that customers are migrated to more appropriate and cost-effective channels, that cross-selling opportunities are identified and actioned, based on customer needs.

●Proactively identify and assess the risks faced by the branch and reduce the overall exposure by maintaining an effective system of controls.

●Ensure the effective rollout of management initiatives to the branch

●Maintains a high level of integrity and ethical standards

●Manage assets, e.g. cash and cost accountabilities, with emphasis on the containment of controllable costs

●Manage and ensure overall operational readiness/efficiency of branch infrastructure (including, premises, assets, physical security, opening/closing procedures and operational issues such as fraud, losses and differences

●Ensure that an effective control structure is maintained, with control activities defined at every level and duties appropriately segregated and recommend revision of internal controls where appropriate, to address new or previously uncontrolled risks

●Ensure that dual controls and levels of authority and limits of access to information/systems are adhered to

●Develop marketing and relationship management plans to achieve responsive sales targets for the centres.

**(NYSC), Apakbuyo, Cross-River**

I served as Farm Supervisor.

2015-2016 Farm Manager at Stellerdan Farm

**Saro Agro Allied Limited**

**Position:** Relationship Manager

**Duration:** 2009 – 2013.

**Job description / Responsibilities.**

● Building positive relationships with customers

● Assisting with generating new business

● Identifying opportunities for greater profits

● Understand customer needs and develop plans to address them

● Identify key staff in client companies to cultivate profitable relationships

● Resolve customer complaints quickly and effectively

● Forward upselling and cross-selling opportunities to the sales team

● Promote high-quality sales, supply and customer service processes

● Aim to preserve customers and renew contracts

In this organization, I served as Farm Manager and Marketing

Manager.

2011-2014 Jet Farm, Egbedi, Irepodun LGA, Osun State.

In this Company, I served as a farm consultant.

2010-2011 Industrial Attachment at Doctor Wintope

Veterinary In this Organization, I served as the Health

Assistant.

Additional Certificate

I. Certificate of completion Poultry and Feed Production Programme from

the Department of Animal Science, University of Calabar, Calabar, Nigeria

and CUSO International under the YouLead programme.

II. Certificate of Completion on Entrepreneurship Development programme By

Cross-River State &amp; CBN.

III. International Project Management Professional as a Certified Project

Manager (RC: 94306), Certificate Number: 100502.

**Additional Skills**

✓ Strong communication and interpersonal skills.

✓ Strategic planning and tactical execution.

✓ Effective team player.

✓ Self-motivated and target-oriented.

✓ Proficient in decision making and policy formulation.

✓ Excellent knowledge of market trends.

Languages: Fluent in English, Yoruba.

Interest and hobbies:

✓ Active campaigner of good governance.

✓ Enjoy watching Animal World, travelling, reading and listening to

inspirational music.

Awards and recognition:

✓ Public Relation Officer (P.R.O) 2012/2013 session, Animal Health &amp;

Production Department.

✓ Member of the Federal Road Safety Corps (2015/2016) Calabar, Cross-

River State.

✓ Electoral Chairman of NYSC Road Safety Corps (2016).

Referees:

Engr. S. Fagbayide,

Federal College of Agriculture, Akure

Senior Lecturer, Agricultural Engineering Department,

Phone No: 0703760435

Mr Kayode Sule

Federal College of Agriculture, Akure

Lecturer, Animal Production &amp; Technology Department,

Phone No: 07033453866

Mr Ephraim Omaiza

Signs &amp; Wonder International School, Osogbo, Osun State