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| BOLADE **OLUWASEGUN OYEMADE**   |  |  | | --- | --- | | **Address:** 4, Seyi Abiodun Lane, Magodo Phase II, Lagos, Nigeria  **Phone:** 07066322575, 08053742476  **E-mail:** oluwasegun.bolade@yahoo.com | https://www.linkedin.com/in/oluwasegun-bolade-78804493/ | |  |

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|  | **OBJECTIVE**   |  |  | | --- | --- | |  | Seeking a challenging Business Development and Business Support role where I can utilize my distinct skills, experience, energy and qualification to deliver results for the benefit, profitability and success of an organization, government or project. | |

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|  | **KEY CAREER ACCOMPLISHMENTS**   |  |  | | --- | --- | |  | * Successfully managed assigned portfolios of over N1.8 Billion during vacations/trainings embarked on by my Unit Head in 2020. * Efficiently handled a portfolio of over N400 million retail liability from 2019 till date and created strong loan risk/delinquency awareness and monitoring. * Active member of a two-man team that grew the SME/Retail business of Heritage Bank, Okota branch from N278 Million to N1.46 Billion naira within 8 months in 2018. | |

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|  | **COMPETENCIES**   |  |  | | --- | --- | |  | * Customer Relationship Development and Account Management * Customer Sales Proposition and Prospecting * Business Sales Development and Planning Expertise * Sales Data Collation and Analysis * Written and Verbal Communication, Listening Skills * Expert User of Ms Office Suites (Word, Excel, PowerPoint). | |

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|  | **WORK HISTORY**   |  |  |  | | --- | --- | --- | |  | **Mar 2015 – Oct 2021** | **Software Test Engineer**  ***Freelancer***   * Develop test plans and strategies. * Post-release and post-implementation testing * Evaluate product code in line with specifications. * Document issues or errors from a User perspective from Testing or from other user feedback. * Maintain and report JIRA ticket status in relation to testing / retesting. * Maintain and create content within the User guides from knowledge and understanding gained whilst Testing areas. * Provide frontline (Help Desk) support in relation to the system, user questions and any issues. * Assist with and eventually perform User Training for existing and new Users of the system. | |  | **Mar 2015 – Oct 2021** | **SME & Retail Sales/Relationship Officer**  ***Heritage Bank Plc, Lagos, Nigeria***   * Utilizing detailed knowledge of financial positions of clients, developments in the financial markets and their impact on investors portfolio to propose banking products and financial options which helps them grow, diversify and protect their wealth. * Building relationships with new clients within the Bank's target market and network with current clients to generate referrals, while maintaining current knowledge of client's preferences and promptly resolving complaints. * Providing expert guide on selling strategies to Direct Sales Agent to ensure growth in customer base and significantly increase customer satisfaction. * Liaising with respective Heads of sales, marketing and relevant management teams to develop retail solutions and accomplish shared sales objectives. * Preparing and analyzing sales reports to capitalize on new trends and boosts sales performance. |  |  |  |  | | --- | --- | --- | |  | **Nov 2014 - Feb 2015** | **Monitoring and Evaluation Officer**  ***Network Consultancy Ltd, Lagos, Nigeria***   * Conducted regular visits to project sites to carry out process monitoring and gather feedback from beneficiary communities on the implemented projects. * Drafted project specific M&E plans and coordinated with Program Field Staffs to obtain field data key to each indicator outlined in the project M&E plans at the post-completion visit to the project site. * Documented success stories and case studies on extraordinary aspects of projects. * Assisted in the collation and compilation of final project evaluation report based on information retrieved from the database/field and reported findings to M&E Manager. |  |  |  |  | | --- | --- | --- | |  | **Nov 2013 - Oct 2014** | **Administrative Assistant (NYSC)**  ***Victoria Memorial School, Lagos, Nigeria***   * Drafted office memos, letters and handled office correspondence and tracked records to foster administrative efficiency. * Prepared and updated weekly reports on office inventory and office budgets on purchase orders. * Scheduled internal and external seminars and supported efficient meetings by organizing spaces and materials and distributing meeting notes. * Created PowerPoint presentations and reports with statistical data as assigned. | |
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|  | **EDUCATION**   |  |  |  | | --- | --- | --- | |  | **Feb 2017 - Nov 2018** | M.Sc. Economics (2.93)  *University of Lagos - Nigeria* |  |  |  |  | | --- | --- | --- | |  | **Sep 2009 - Jun 2013** | B.Sc. Economics (Second Class Upper)  *Bowen University - Nigeria* | |

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|  | **CERTIFICATIONS/TRAININGS**   |  |  | | --- | --- | |  | * Professional Conduct and Ethics Certification: 2020 * Business Writing & Communication Skills: 2018 * Anti-Money Laundry Training Programme: 2017 * Sustainability Training And E-Learning Program (STEP): 2016 * Emotional Intelligence (HB Online Refinery): 2016 * Heritage Bank Training School (HBC REFINERY): 2015 * Testify – Software Testing - 2021 | |

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|  | **REFERENCES**   |  |  | | --- | --- | |  | Available Within 48hours Upon Request**.** | |