

Adetomi Odufuye {Mr.}

Name: Adetomi Odufuye

Sex: Male

Date of Birth: 10th November 1977

Nationality: Nigerian

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EMPLOYMENT SUMMARY

March 2017 till present **Federal Airports Authority of Nigeria (FAAN)**

Position Held Chief Finance Officer (Treasury)

- Monitoring all Aeronautical and Non Aeronautical Revenue Streams for the Authority across all 22 Airports
- Oversee all payments for Staff claims, Contractor Payments, Taxes and Statutory payments
- Monitor all FX related revenues and Payments
- Develop monthly, quarterly and yearly cash flow projections for the Authority
- Manage Contractor Financing program between FAAN and the Commercial Banks
- Manage Relationships between FAAN , CBN and Office of the Accountant General (OAGF) on all TSA issues.

June 2014 – March 2017 **Polaris Bank Ltd. Lagos, Nigeria**

Position Held Manager – Head; Conglomerates – Corporate Banking (Large Corporates)

Responsibilities

- Providing debt finance and Financial advisory to Large corporates

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- Overseeing the business unit and managing Risk Assets in excess of \$100 Million, comprising of a loan portfolio cut across several industries mainly trading and manufacturing companies. (Large Corporates)
- Driving business development for the unit in line with assigned targets and identifying and signing on new relationships in line with the Bank's Risk assessment criteria
- Representing the unit at Management and Board credit committee meetings, Asset review and monitoring, Monthly & Quarterly Performance Reviews and Remedial Asset review meetings.
- Relationship Management
- Budget preparation

October 2009 – June 2014 ***Polaris Bank Ltd., Lagos, Nigeria***

Last Position Held **Deputy Manager – Relationship Manager; Conglomerates – Corporate Banking (Large Corporates)**

Responsibilities

- Providing financing and advisory services to Large Corporates, with main focus on Trade, Manufacturing and Fast Moving Consumer Goods.
- Identified new opportunities and businesses within assigned business sectors while processing and monitoring various credit facilities ranging from overdrafts, Advances, Term Loans, Import Finance Facilities/ Structured Trade Finance, Bank Guarantees, Bid Bonds and Project Finance facilities.

June 2009 – Sept. 2009 **Newcastle Building Society, Newcastle upon Tyne, United Kingdom**

www.newcastle.co.uk - Newcastle Building Society (NBS) is the largest Building society based in the North East and one of the leading and strongest mutual building societies in the UK with assets under management in excess of £5.09 billion

Business Project Consultant (MBA Internship) , Corporate Finance

Scope of the Project working with Senior Management of Newcastle Building society (NBS) as an independent research consultant with the main aim of

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preparing a business case for/against moving into the personal pension Market.

Responsibilities

- Research on feasibility and viability studies of market and analysis of anticipated financial performance for NBS.
- Active Portfolio management of investment portfolios comprising of Fixed Income securities (Bonds, Gilts and Corporate Bonds), equities and risk free instruments while making recommendations on the use of derivatives, such as options futures and forwards to hedge
- Valuation of Companies using modern financial modeling tools such as Discounted Cash Flow, P/E valuation and Market Capitalization to arrive at a suitable enterprise value as well as making recommendations with regards to most appropriate method to finance suitable Acquisition targets either by equity or debt

2002 – 2008

Polaris Bank Ltd. Lagos, Nigeria (Formerly Skye Bank)

Last Position Held

Assistant Manager, Corporate Finance/ Special Projects, Corporate and Commercial Banking

Responsibilities

- Worked as a pioneer staff for the Corporate Banking team and was instrumental in growing the client base of the unit and managing key relationships.
- Set up the Commercial Banking Department and was instrumental in identifying and developing key relationships and opportunities within various sectors. (Oil and Gas, Shipping, Trade, Contracting and General Commerce) This involved leading a diverse team and gave me an opportunity to develop my analytical skills
- Provided financial advisory services for various projects:

Transactions:

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- Provided financial advisory and Structured Finance to a Cement Manufacturing Company for the expansion and rehabilitation of a 2,500,000 MT cement Plant under a club arrangement.
- Provided financial advisory and debt finance for a global credit facility for the construction of a retail shopping Mall in Lagos Nigeria
- Provided structured finance and financial advisory for on – lending facilities to a green field helicopter service provider and other infrastructural development projects.
- Provided Structured Guarantees and structured Trade Finance facilities for major importers of Rice , Oil and Gas services, Petroleum Products and General Merchandise
- Set up the special projects desk and worked as a project manager for real estate development projects and provided financial advisory in the structuring of several real estate projects.
- Provided advisory and structured trade finance for major importers of Petroleum Products (AGO,DPK, PMS

2001 – 2002

First Atlantic Bank, Lagos Nigeria (Now FCMB)

Last Position Held

Analyst – Financial Control and Strategic Planning (NYSC)

Responsibilities

- Prepared reports on Operating and Capital expenditure, Monthly performance reports, Financial Budgets, forecasts and Financial Statements for the Bank.
- Feasibility and viability studies of various markets for Bank expansions, including identifying suitable properties to acquire for renovation to be used as branches. Acquired and renovated 3 branches.

EDUCATIONAL QUALIFICATION

2008 – 2009

**Durham Business School, University of Durham, UK,
Master of Business Administration – Finance**

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Includes: *Management Consultancy, Corporate Finance, Strategic Management, Project management, Management and Financial Accounting, Financial reporting, Investment Appraisal and Financial Risk Management*

Sept 08 – Nov 08 **MBA (Finance)** Board Room Simulation Exercise: **Outstanding Performance Award** (Company – “Harley Davidson Inc”, **Role – Finance Director**, Chairman of the Board- George Copus - Former Executive Director of Standard Chartered Bank)

1995 – 2000 **University of Lagos, Nigeria**, Bachelor of Science **Real Estate Management**

1989 - 1994 Command Day Secondary School, Lagos, Nigeria, SSCE with **5 A's and 3 Credits (with distinction in Math and Physics)**

TRAINING AND DEVELOPMENT

April 2018 **Airports Council International**, Developing Nations Airports Assistance Program, Lagos , Nigeria

January 2018 **IATA E & F services Training**, Geneva Switzerland

Dec 2017 **International Institute of Certified Forensic Accountant (IICCFA)**

October 2015 **Commerz Bank Investment Banking Conference, Frankfurt Germany**
Future of world currencies, Alternative approach to collateralized Financing, Syndicated loans for FI – Issues, Outlook on FI markets, Outlook on commodity markets, Export Credit Agencies, Fuel Hedging at Lufthansa

July 2015 **Foundation for Environmental development and Education in Nigeria (FEDEN)** Sustainable Finance Training

July 2013 **Assetmix Incorporation** – Intermediate Credit Academy

August 2012 **IBFC Agosto** – Financial Statement and Cash flow Analysis

August 2012 Brain Craft – Business writing Skills

August 2012 **Deutsche Bank** – Trade Finance – Documentary credit.

August 2012 **Skye Bank Credit Academy**, including: Financial Statement Analysis, Trade Finance, Exchange control documents, Loan Delinquency Management, Collateral Management, Loan Origination and Management, Risk

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Management & Credit Analysis – Strategic Market Analysis framework, Security for Bank Lending.

- November 2010 **Skye Bank Business School, Lagos Nigeria** – International Trade Finance: **Graham Sylvester-Evans**
- June 2009 **Erste Bank, Vienna, Austria** – Strategies for Surviving in a recession. Dominic Bruynseels CEO
- March 2009 **Durham Business School, Durham, U.K** – The Banking Sector in Crises: Raoul Leonard and Daiyana Haron, **Group Treasury Standard Chartered Bank.**
- August 2008 **Lagos Business School, Lagos, Nigeria, - Skye Bank Senior Management Program** (Emphasis on leadership, Communication and Presentation Skills, **Risk Management**, Treasury Management, Budgeting and Financial Control , **Anti – Money laundering** and Credit analysis)
- 2006 Nigerian Institute of Shipping & Olisa Ogbakoba and associates, Lagos, Nigeria, - **Cabotage Financing**
- 2006 F & T consultants, Lagos Nigeria, **Credit Analysis Training**
- 2002 Learners and Trainers, Bond Bank Executive training program, Lagos Nigeria (Credit Analysis, Financial Statement Analysis, Basic accounting, Economics, Treasury and Operations Management)

OTHER SKILLS

Financial modeling skills in modeling financial statement, valuation and DCF using Excel, Building financial models from scratch using Excel and efficient formula construction.

- Fixing circularity problems, iteration, and other common modeling troubleshooting
- Advanced Excel functions to present various sensitivities to projected financial metrics
- Create a performance analysis model; Income Statements, Balance Sheet, Cash Flow Statement and Ratio Analysis
- Investment analysis using Payback Period, Accounting Rate of Return, Net Present Value, Internal Rate of Return.
- Valuation modeling
- Building a professional, robust discounted cash flow (DCF) model in Excel

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