



Falade Ladipo

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CURRICULUM VITAE

EXECUTIVE PROFILE

To build upon my nine years of successful sales, customer service and retail management experience and secure a leadership role that enables me to draw upon my experience, proven track record of achieving results and goal orientated nature.

SKILLS

- A personal passion for retail sales and customer service
- Team building and leadership
- Result driven
- Microsoft office
- Client relationship management

PROFESSIONAL BACKGROUND

August 2016 – Present

Davelinn International Company Nigeria Limited (Start up)

Ibadan

Business Development Manager

- Generated new sales opportunities by developing relationships with new and existing clients through individualized account management.
- Monitored monthly, quarterly and annual travel expenditures in an effort to control company cost.
- Replying to all customer enquiries in a timely and accurate manner.
- Implementing sales and marketing strategies and plans.

April 2015 – May 2016

Ecobank Nigeria Limited

Iseyin branch.

Branch Business Head

Liability generation

Market intelligence report

Appraising and monitoring of credits.

Identifying and Developing new business opportunities for the bank.

Coordination of retail staffs at the branch

Rendition of branch performance reports.

September 2011 – March 2015

Ecobank Nigeria Limited

Bodija, Idi Ape, Ojo Ibadan and Iseyin branches.

Relationship Manager

Management of existing banking relationship

Marketing of various bank products

Liability generation

Market intelligence report

Appraising and monitoring of credits.

Identifying and Developing new business opportunities for the bank.

Coordination of retail staffs at the branch

Rendition of account opened on a weekly basis.

EDUCATION

2004

Olabisi Onabanjo University, Ago-Iwoye, Ogun State

B.A(Hons) in History & Diplomatic Studies(Second Class Lower)

1993

Methodist Boys' High School, Lagos

Senior Secondary School Certificate.

TRAINING

- | | |
|---|-----------------|
| 1. Flexcube: Branch Operations Training | |
| 2. Marketing & Selling Skills Training (JMJ consulting) | |
| 3. Fundamentals of credit and relationship management | |
| 4. Risk Management | Oct. 2011 |
| 6. Complaints Management Training | Dec. 2013 |
| 7. Compliance Online KYC Training | April 2016 |
| 8. Entrepreneurship Development Training (CBN- ALF) | June- July 2016 |
| 9. 2 Day Export Business Boot Camp (3T Impex Trade Academy) | July 2016 |

PERSONAL PARTICULARS

- | | |
|--------------------|---------------------------|
| • Date of Birth: | October 10th, 1979 |
| • Sex: | Male |
| • State of Origin: | Oyo State |
| • Marital Status: | Married |
| • Referees: | To be supplied on request |