



GODSWILL UTONG

CONTACT

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ABOUT ME

A sales and marketing expert with a wealth of experience in the banking sector. I am well organized, efficient, and able to deliver good results in challenging and high-pressure work environments. I am seeking a position to utilize my skills and abilities in an industry that offers professional growth, while allowing me to be resourceful, innovative, and flexible

WORK EXPERIENCE

16 AUG 2021 – CURRENT – Uyo, AK, Nigeria

Relationship manager

WEMA BANK PLC

- Facilitate and manage risk asset and liability portfolios assigned to my team
- Manage existing client base and relationship, selling and marketing the bank's products and services and signing on new relationships
- Responsible for rendering daily and weekly liability and non-financial reports
- Making presentations at staff and management meetings, scheduling marketing calls

Business or Sector Financial and insurance activities | **Department** Retail | **Email** godswill.utong@wemabank.com | **Website** www.wemabank.com

1 JAN 2015 – 3 JUL 2021 – Uyo/Ikot Ekpene, AK, Nigeria

Relationship Officer, Personal Banking

ACCESS BANK PLC

- Oversaw the functions of Aka Road and Ikot Ekpene Branch Personal Banking Team
- Achieved 320% team risk asset growth budget, 112% liability growth budget and 100% channels sign-on budget, earning an A-rating appraisal in the process
- Facilitated and managed risk asset and liability portfolios assigned to my team
- Managed existing client base and relationship, selling and marketing the bank's products and services and signing on new relationships
- Analyzing and presenting branch's monthly financial statement analysis for performance review

Business or Sector Financial and insurance activities | **Department** Retail | **Website** www.accessbankplc.com

11 NOV 2012 – 9 OCT 2013 – Ihuowo, Ahoada East LGA, RV, Nigeria

Educational Instructor

COMMUNITY SECONDARY SCHOOL (UBE)

- Plan, prepare and deliver lesson plans and instructional materials that facilitate active learning
- Develop schemes of work, lesson plans, and tests in accordance with established procedures and guidelines
- Instruct and monitor students on the use of instructional materials and other equipment
- Use relevant technology to support and differentiate instruction
- Manage student behavior in the classroom by establishing and enforcing rules and procedures

30 SEP 2014 – 30 DEC 2014 – Uyo, AK, Nigeria

Locksmith

DUMEI ENGINEERING CLINIK

- Acquiring the skillset to program basic transponder keys and Keyless Entry Remotes (KER) using various programming devices and machines
- Cutting of keys for various clients and thus building relationships with different customers at different points in time
- Reconciliation of cashbook and receipts

EDUCATION AND TRAINING

31 DEC 2006 – 21 APR 2012 – Kano State

B.Eng Computer Engineering

BAYERO UNIVERSITY KANO

Address PMB 3011, Kano State

31 AUG 2001 – 30 JUL 2006 – Kano, Nigeria

WASSCE

Musa Iliasu College

Address Rijiyar Zaki, Gwarzo Road, Kano, Nigeria

DIGITAL SKILLS

My Digital Skills

Microsoft Office

Photography

Adobe Photoshop / Adobe Lightroom / Snapseed

UX Design

Figma / Adobe XD

Full Stack Developer

Python / Django / CSS / Linux (terminal commands BashShell) / C/C++ / Adobe Premiere Pro / JavaScript / Adobe InDesign / Adobe After Effects / HTML

Other skills

Credit analysis / proficient in communication / Analytical skills and ability to solve problems / Financial Statement Analysis / Sales and Marketing. / Ability to present and portray ideas as well as convince others / Handling Information & Content

LANGUAGE SKILLS

MOTHER TONGUE(S): English | Ibibio

OTHER LANGUAGE(S):

Hausa

Listening
A2

Reading
A2

**Spoken
production**
B1

**Spoken
interaction**
B1

Writing
A1

NETWORKS AND MEMBERSHIPS

SEP 2021 – CURRENT

Rotary International, Uyo Metropolis Club, District 9142

Akwa Ibom

AUG 2020 – CURRENT

Chartered Institute of Bankers of Nigeria

Akwa Ibom

AUG 2019 – CURRENT

Chartered Institute of Finance and Control of Nigeria

Akwa Ibom

HONOURS AND AWARDS

2006

Valedictorian, Class of '06 – Musa Iliasu College, Kano

I was the best graduating student of class '06. I was also given the award for the Best student in English and Science.