

OLUJIMI SULAIMON

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A seasoned banking professional with over seven years of diverse experience across customer service, financial operations, and marketing. Proficient in customer relationship management, business development, and financial analysis. Adept at identifying and capitalizing on new business opportunities, managing customer accounts, and driving revenue growth through strategic sales and marketing initiatives.

AREAS OF EXPERTISE

- Investment and Financial Analysis
- Business Development and Lead Conversion
- Account Service and Management
- Service Issue Resolution
- Administrative and Business Operations

KEY SKILLS

- Data and Statistical Analysis
- SQL, R, Power BI, Python, Excel
- Customer Relationship Management
- Banking Product Knowledge
- Sales and Marketing Leadership
- Credit and Loan Management
- Team Building and Leadership

PROFESSIONAL EXPERIENCE

TRAINEE INVESTMENT ANALYST QUILL CAPITAL PARTNERS	JUL 2023 – DEC 2023
<ul style="list-style-type: none">• Executed detailed financial data analysis and modeling to inform strategic decision-making.• Calculated and analysed financial ratios using advanced Excel functions, identifying trends and benchmarking against industry norms.• Interpreted financial data to assess company health and performance.• Identified competitive peers in the market, analysing stock performance and market multiples for like-for-like comparisons.• Analysed company revenue and cost drivers, contributing to the development of comprehensive financial models.• Conducted market research and utilized SWOT and PESTEL frameworks for strategic company and industry evaluation.• Developed financial models to forecast company financial scenarios and valuations.• Authored detailed analytical reports, providing financial forecasts and investment insights.	
RELATIONSHIP MANAGER/DATA ANALYST WEMA BANK, PLC	JUL 2022 – AUG 2022
<ul style="list-style-type: none">• Identified business leads and convert lead with above 90 percent success.• Conducted data analysis to identify trends, patterns and anomalies to address business needs.	
RELATIONSHIP MANAGER FIRST BANK NIGERIA LTD	MAY 2020 – JUL 2022
<ul style="list-style-type: none">• Managed corporate onboarding process of new clients and support existing client with KYB or KYC update.• Conducted thorough risk assessments, customer due diligence and AML compliance reviews.• Strong understanding of business banking and fintech movement. An experienced SME business expert.	
HEAD FINANCIALS FIRST BANK NIGERIA LTD	NOV 2019 – APR 2020
<ul style="list-style-type: none">• Managed cash distribution for branch operations and maintained data security.• Conducted review and reconciliation of general ledger timely.	
TEAM LEAD FINANCIALS FIRST BANK NIGERIA LTD	SEP 2019 – OCT 2019
<ul style="list-style-type: none">• Managed branch investment portfolio and provide financial advice to client.• Supervise team members to ensure transactions are done in line with bank policy.	
TEAM LEAD CUSTOMER SERVICE FIRST BANK NIGERIA LTD	JUN 2019 – AUG 2019
<ul style="list-style-type: none">• Supervised and foster positive team culture to achieve team targets.• Developed an effective waiting time of clients and increase client satisfaction.	

CUSTOMER SERVICE REPRESENTATIVE/ADVISOR FIRST BANK NIGERIA LTD	APR 2015 – APR 2019
<ul style="list-style-type: none">• Resolving customer’s queries quickly and efficiently to improve service quality.• Identified and escalate issues to the management team for resolution.	

EDUCATION

BSC ECONOMICS UNIVERSITY OF IBADAN, OYO	2018
BSC BUSINESS ADMINISTRATION ESPAM FORMATION UNIVERSITY, COTONOU	2015

REFERENCES

Available upon request.