*****110, SALIHU IBRAHIM ROAD, LOKOJA, KOGI STATE.

P H O N E 0 8 0 3 5 9 0 4 0 0 7 • [E - M A I L t a l k 2 e n j o y 0 0 7 @ g m a i l . c o m](mailto:E-MAILtalk2enjoy007@gmail.com)

OCHIMANA OKPANACHI MONDAY

|  |  |  |
| --- | --- | --- |
| **PERSONAL OBJECTIVE** | | |
|  | Accomplished development manager with innovative leadership style and expertise in brand positioning and strategies. Outstanding sales and marketing talents with great influencing and communication strengths. | |
| **PERSONAL BIO- DATA** | | |
|  | Sex:  Date of Birth: Place of Birth: Marital Status: Nationality: State of Origin:  Local Govt. Area: | Male  23rd August, 1980  Gboko, Benue State  Married  Nigerian Kogi  Igalamela/Odolu |
| **INSTITUTIONS ATTENDED WITH DATES** | | |
| 2008-2009 | Post Graduate Diploma in Economics | |
|  | Kogi State University | |
| 2000-2004 | HND in Maths/Statistics | |
|  | Federal Polytechnic Idah, Kogi State | |
| 1991-1997 | Senior Secondary School Certificate (S.S.C.E) | |
|  | Government Science Secondary School, Lokoja, Kogi State. | |
| 1984-1991 | First School Leaving Certificate(FSLC) | |
|  | Holy Family Nursery/Primary School Idah, Kogi State | |
| **SKILLS** |  | |
|  | Relationship building and management Staff management  Goal getting Operations  Strategic planning | |

|  |  |
| --- | --- |
| **LANGUAGE(S)** |  |
|  | English and Igala |
| **WORK HISTORY** | |
| 2017 – date  2009 – 2017 | **Business Manager**  Balogun Simon Enterprises.   * Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit * Identified key products, services and customers and used data to devise innovative sales and marketing plans enabling dramatic growth * Created reports and presentations detailing business development activities * Supervised team of 25 field marketers in sales drive * Crew retail service points from a startup of 1 to 20 six months   **Customer Service**  First Bank Nig.Ltd   * Customer on boarding and account maintenance (Account opening, Balance Enquires, dormant account reactivation e.t.c) * Handle customers’ complaints within the bank’s acceptable framework and time frame and escalating critical customer issues to supervisors immediately to avoid lost revenue and canceled policies. * Migrated walk in customers to digital platforms namely USSD, mobile app, online and ATM. * Cross sold other bank products to existing customers, thereby deepening the banks share of their wallet. * Optimized card issuance to customers thereby achieving 100% inquiry * Provided company information, products and services to customers upon inquiry. * Carried out quarterly and yearly appraisal and performance reviews   **Fund Transfer Officer**  First Bank Nig. Ltd   * Handle both local and foreign funds transfers * Drove foreign transfers resulting in improved profits margins for the branch   **Bulk Teller**  First Bank Nig. Ltd   * Executed customer bulk, transactions, including deposits and withdrawals * Supervised front tellers while ensuring they stay within acceptable cash limits * Performed customers transactions for various payment platforms like remita, e-transact, etc * Ensure prompt cash evacuation from front tellers to the vault |

|  |  |
| --- | --- |
| 2005 – 2007 | **Marketing Manager**  Soma Global Service Ltd.   * Created and developed new business opportunities * Identified prospective customers and business partners * Grew service retail outlets * Supervised field marketers activities and comply daily activity report   **Instructor**  Nuhu Bamalli Polytechnic, Zaria   * Managed classroom environment conducive for learning to meet maturity level and interest of students * Documented accurate and complete records of students’ progress and development * Efficiently develop lecture notes for effective lecture delivery * Participated in departmental meetings to provide input to colleagues about student achievement and improvement |
| 2004 - 2005 |
|  |
| **MEMBERSHIP OF PROFESSIONALORGANIZATION**  Associate member, Chartered Institute of Finance and Control  **REFEREES** | |
|  | **Attah Monday** |
| CEO Piston Nig. Ltd |
| Lokoja |
| 08039582886 |
| **Mr. Balogun Simeon** |
| MD/CEO BS Enterprises |
| 08036072612 |
| **Col. Chide Ochimana** |
| Nigerian Army |
| 08023247552 |