110, SALIHU IBRAHIM ROAD, LOKOJA, KOGI STATE.

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OCHIMANA OKPANACHI MONDAY

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| **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: | Male23rd August, 1980 Gboko, Benue StateMarriedNigerian KogiIgalamela/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 managementGoal getting OperationsStrategic planning |

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| **LANGUAGE(S)** |  |
|  | English and Igala |
| **WORK HISTORY** |
| 2017 – date2009 – 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
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| 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
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| 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 |