

ARISE OPEOLUWA DAVID

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PROFESSIONAL PROFILE

A results-driven Sales, Business Development and Fintech Professional with experience in sales management, digital banking, merchant acquisition, payment solutions and team leadership. Skilled in developing sales strategies, driving revenue growth, expanding merchant networks, managing teams and achieving business targets. Experienced in POS, payment cards, Pay with Transfer (PWT), USSD, web banking and aggregator operations. Also knowledgeable in customer relationship management, financial management, quality control, process improvement and regulatory compliance. Proficient in Microsoft Word, Excel, Outlook and PowerPoint, with basic knowledge of CorelDRAW.

CAREER SUMMARY

January 2025 till Date | PALMPAY LIMITED, Lagos State, Nigeria

BUSINESS DEVELOPMENT MANAGER (Business Development & Digital product -Sales Manager/Team lead)

Outline

Driving offline and Online merchant acquiring businesses such as Chain Stores, Supermarket, Filling Station, FMCG, Pharmacy and developing strategies to increase sales revenue, monitoring, pooling collections of customers transactions through terminals and software configurations.

Key responsibilities:

- Managing team members in Driving sales on POS, Pay With Transfer(PWT),ATM, Aggregator(Agents) and other E channels to meet targets and achieving collections from new merchant towards meeting up with overall team target.
- Managing team to ensure Acquiring onboarding of new key merchants.
- Driving a team in Conducting KYC proceedings for newly Onboarded merchants to ensure that procedures and compliance are met.
- Managing teams to ensure Training of merchants of the benefits of all Fintech product such as Pay with Cards, Pay with Transfer, ATM card activation, payment product link usage, User APP, and payment dashboard activation etc.
- Managing and directing team members towards Liaising with the relevant units to escalate inconsistencies and resolving all software related issues and downtimes.
- Management of customer retention on regular visitation of merchant location to ensure usage of POS, digital product across all locations.
- Updating of terminals with changes made at NIBSS/Switches.

February 2024 – January 2025 | PALMPAY LIMITED, Lagos State, Nigeria

KEY ACCOUNT SALES ASSOCIATE (Business Development & Digital product -Sales Key Account Department)

Outline

Driving offline and Online merchant acquiring businesses such as Chain Stores, Supermarket, Filling Station, FMCG, Pharmacy and developing strategies to increase sales revenue, monitoring, pooling collections of customers transactions through terminals and software configurations.

Key responsibilities:

- Drive sales on POS and other E channels to meet targets and achieving collections from new merchant.
- Acquiring onboarding of new merchants.
- Conducting KYC proceedings for newly Onboarded merchants to ensure that procedures and compliance are met.
- Training of merchants of the benefits of all Fintech product such as Payment Cards, Pay with Transfer, Web banking activation, payment product link usage, User APP, and payment dashboard activation etc.
- Liaise with the relevant units to escalate inconsistencies and resolving all software related issues and downtimes.
- Regular visitation of merchant location to ensure usage of POS, digital product across all locations.
- Updating of terminals with changes made at NIBSS/Switches.
- Developing and fostering strong relationship with clients or merchants.

March 2021 – November 2023 | Electronic Payment Plus, Lagos State, Nigeria

QUALITY CONTROL OFFICER (ATM Debit Cards Fulfilment and Packaging Unit)

Outline

Ensuring accuracy and completeness in card packaging. Inspecting cards and materials, monitoring processes, and maintaining records. Collaboration with teams and adherence to regulations are crucial.

Key Responsibilities

- Inspecting ATM debit cards for accuracy and completeness.

- Checking packaging materials for quality and integrity.
- Monitoring production processes to prevent defects.
- Implementing corrective actions when issues arise.
- Maintaining detailed records of inspection results.
- Generating reports on quality metrics and performance.
- Providing training and guidance on quality standards.
- Ensuring adherence to industry regulations and standards.
- Conducting audits to verify compliance with policies.
- Developing and implementing quality control systems and procedures.
- training staff on quality control procedures and standards.

October 2015 – February 2020 | Green Top Hotel and Suites, Osun State, Nigeria

GENERAL MANAGER (Accommodation, Bar & Kitchen Units)

Outline

Overseeing daily operations, staff management, guest satisfaction, financial aspects, marketing, and regulatory compliance. Ensuring smooth functioning, high-quality service, financial stability, and adherence to standards and regulations for the overall success of the hotel.

Key Responsibilities

- Inspect facilities regularly and enforce strict compliance with health and safety standards.
- Identifying the lazy staff and making them work for the growth of the hotel.
- Communicating with customers when necessary, addressing their complaints, offering useful information, and finding solutions to problems.
- Dealing with maintenance issues, shortages in staff or equipment, renovations, etc.
- Managing budgets/expenses, analyzing and interpreting financial information, and monitoring sales and profits.
- Supervising works at all levels (receptionist, kitchen staff, maids, office employees, etc).

EDUCATION & QUALIFICATIONS

- Obafemi Awolowo University - Ile Ife Osun State 2021
Bachelor of Science (B.Sc.) in Economics
- Methodist High School, Ondo State, Nigeria 2005
West African Senior School Certificate

INTERESTS

Traveling, research, and reading.

REFERENCES

Available upon