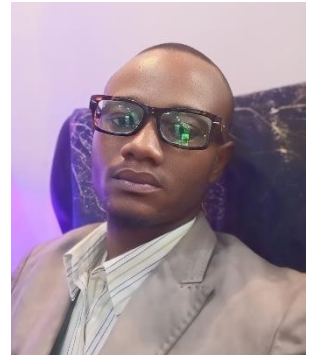


AJIBOLA, Babajinmi Babalola. (SIOP, FABP).

ROFILE

I am an ambitious young leader with a passion for excellence and interests in:

1. Customer Profiling & Research.
2. Account Management.
3. Client Retention.
4. Consultative Selling.
5. Cross- Selling Management.
6. Industrial And Organizational Psychology.
7. Team Leadership.



SKILLS

1. Data Analysis and Research.
2. Applied People Management Experience.
3. Lead Generation.
4. Upselling skills.
5. Core Customer Relationship Management (CRM) Principles & Tools.
6. Team Work Etiquette.
7. Strong Attention to Detail.
8. Multitasking.

PROFESSIONAL ATTRIBUTES

1. Contract Negotiation.
2. Resource Hunting.
3. Buyer Contracts.
4. Document Reviews.
5. Data Analysis.
6. Client Needs Assessment.

WORK HISTORY/EXPERIENCE

GMH Luxury- Business Development Manager- November 2025 – Present

Key Responsibilities

Generated and converted leads for luxury real estate investments.

Managed relationships with high-net-worth individuals (HNWIs), corporate clients, and investors.
Conducted property presentations, site inspections, and investment consultations.
Negotiated sales and guided clients through the property acquisition process.
Developed strategic partnerships and referral networks to drive business growth.
Achieved monthly sales and revenue targets through effective client engagement.
Maintained post-sale relationships to encourage repeat business and referrals.

Key Achievements

Successfully built a pipeline of prospective investors and strategic partners.
Contributed to increased brand visibility through networking events and client engagement.
Strengthened client retention by delivering exceptional customer service and investment advisory support.

PALTON MORGAN HOLDINGS, Lagos – Investment Advisor / Business Development Executive

April 2025 – November 2025

Identified and nurtured high-potential client leads through strategic networking, digital platforms, and referrals.

Provided expert guidance on premium real estate investment opportunities tailored to individual client goals.

Delivered persuasive and consultative sales presentations, resulting in consistent achievement of revenue targets.

Maintained deep understanding of company's real estate portfolio and market trends to support informed client decisions.

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Advised clients on pricing, ROI, mortgage options, and long-term investment benefits.

Conducted client site visits, offering professional insight on property suitability and valuation.

Prepared and negotiated sales contracts, ensuring smooth property closings and legal compliance.

Built and maintained a quality lead database, ensuring regular follow-ups and client engagement.

Collaborated with internal teams to deliver exceptional post-sale support and ensure client satisfaction.

Participated in strategy sessions to evaluate sales performance and implement improvement plans.

Engaged institutional clients and corporate entities, driving high-volume sales and long-term partnerships.

OPTIVA CAPITAL PARTNERS, VICTORIA ISLAND, LAGOS -Relationship Manager

August 2024- March 2025

- **Client Relationship Management:** Develop, maintain, and grow strong relationships with high-net-worth individuals (HNWIs), institutional clients, and key stakeholders. Serve as the primary contact for clients, ensuring that their financial needs are addressed and providing solutions tailored to their goals. Regularly meet with clients to review their financial status, evaluate portfolio performance, and suggest investment opportunities.
- **Business Development:** Identify potential clients and opportunities to expand the firm's client base. Build new relationships by networking and participating in events, meetings, and client engagements. Work with internal teams to develop proposals and deliver presentations to clients.

Investment Advisory and Strategy: Provide advice on investment portfolios, including asset allocation, portfolio diversification, risk management, and performance tracking. Stay informed about market trends, financial products, and investment strategies to provide relevant insights to clients. Collaborate with internal investment teams to ensure that clients' investment portfolios align with their risk profiles and financial objectives.

- **Client Support and Reporting:** Ensure timely communication and delivery of reports, statements, and other relevant financial documentation to clients. Respond to client inquiries and resolve issues related to their portfolios or accounts.

Compliance and Risk Management: Ensure that all transactions and client interactions comply with internal policies, industry regulations, and legal requirements. Monitor market developments and regulatory changes that could impact clients' portfolios or the firm's business.

- **Cross-Functional Collaboration:** Work closely with the firm's portfolio management, risk, compliance, and operations teams to ensure seamless service delivery to clients. Provide input into product development based on client feedback and market demands.

BUILDERSDECK CONSTRUCTIONS, Abuja, - Senior Sales Associate

December 2022- June 2024

- I led in customer profiling and research duties, while helping others scale their prospecting tactical information.
- I was actively part of the with who worked both in operations and sales of over 70units of building projects in Abuja, Accra Ilorin and Dubai.
- Maintained professionalism through active listening and by accepting constructive criticism with poise.
- Prepared forms needed for real estate transactions and contracts.
- Reviewed Preliminary Clients Reports: analyzing their persona and standard procedures to secure "the bag".
- Facilitated closing process on behalf of clients and reviewed parts of contracts to resolve issues prior to closing.
- Advised / Showed / Researched prospective residential properties, explained features, value / benefits of available homes and determined competitive market price.
- Promoted property sales through advertisements, open houses and participation in multiple listing services.

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- Coordinated appointments with prospective buyers to showcase houses and plots.
- Maintained current and accurate CRM database of prospective customers.
- Generated list of properties to meet specific client needs.
- Accompanied buyers during property inspections.
- Managed real estate transactions from initiation to closing.
- Perform duties such as study property listings, interview prospective clients, advise on market conditions, prices, mortgages and other Real Estate related matters.
- Market clients home for sale through various methods/outlets such as video, photography and print.
- Accompany buyers during visits to and inspections of property.
- Confer with escrow companies, lenders, home inspectors and pest control technicians to ensure that terms and conditions of purchase agreement are met before closing date.
- Compared properties with similar, recently sold properties in neighboring areas to determine comparative market price.
- Applied various methods to build client base, including networking, email, and social media.
- Advised sellers on making homes more appealing to buyers in competitive marketplace.
- Cultivated relationships with escrow officers, appraisers, and lenders establishing long-term relationships.
- Scheduled home viewings with potential buyers.
- Planned and coordinated open house events to move properties.
- My average customer retention rate stood at 65%.

AXA MANSURD INSURANCE, Ilorin – Sales Advisor

September 2021-December 2022

- Identified and pursued new sales opportunities to meet and exceed sales targets.
- Generated an average of #390,000,000 in annual sales.
- Also played major role in training other colleagues to help develop their targeting and sales skills.
- Supervised a team of nine sales representatives to meet ambitious sales targets, exceeding team goals by 46% with the location's precarious business orientation.
- Built, maintained strong relationships with customers, while understanding their needs and provided tailored solutions.
- Utilized strategies to protect the company's assets, resulting in a loss of 23% of operational costs.
- Conducted product presentations, demonstrations, and trials to showcase our insurance products and services.
- Collaborated with other teams, such as marketing and customer service, to ensure a cohesive customer experience.
- Provided product training and support to customers.
- Gathered customer feedback and market intelligence to inform product development and sales strategies.
- Stayed up-to-date with industry developments, competitor activity, and market trends.

UNION BANK OF NIGERIA, Osogbo- Sales and Service Associate (Customer service unit)

August 2018-September 2021

- I personally opened an average of 1200 Accounts with an average of #1,500,000,000 deposit.
- And also activated group/payroll accounts for corporate organizations to the tune of #300,000,000.
- Answered questions about account types and banking products, such as money market accounts, loans and credit cards.
- Checked on the status of customer accounts and track checks and payments.
- Reviewed and explained account charges.
- Assisted banking customers who are victims of fraud, theft or identity theft.
- Assisted customers with replacing lost or stolen credit or debit cards.
- Assisted with address changes.
- Processed customer cash deposits and withdrawals, cheques, transfers, bills and credit card payments, money orders, certified cheques and other related banking transactions.
- Obtained and processed information required for the provision of services, such as opening accounts and savings plans and purchasing bonds.
- Sold travelers' cheques, foreign currency and money orders.
- Answered enquiries and resolved problems or discrepancies concerning customers' accounts.
- Informed customers of available banking products and services to address their needs.
- Raised support tickets to enable tracking and resolution of customer requests.
- Investigated and resolved customer complaints then closing support tickets.
- Maintained a database of customer information.
- Escalated inquiries to the appropriate team, when necessary.
- Checked product or service availability.
- Assisted customers with registration or account creation.
- Passed customer feedback onto the product or sales team to improve the bank's offerings.

UNION BANK OF NIGERIA- Direct Sales Agent (Marketing Unit).

August 2016-August 2018

- I actively opened an average of 2400 accounts with an average of #1,100,000,000 deposit.

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- And also activated group/payroll accounts for corporate organizations to the tune of #300,000,000.
- Was responsible for presenting the bank's products and services to potential customers and closing sales.
- Assisted management in identifying viable marketing and pricing strategies.
- Attended trade shows and other industry-related events.
- Prepared sales proposals to the manager.
- Responsible for generating new business opportunities and driving sales growth by identifying and opening new accounts.
- Managed inventory, visual merchandising, coordinate with customers and provide various bank's plans and services.
- Maintained and updated knowledge on all bank's activities.

IKWO COLLEGE OF EDUCATION, IKWO EBONYI STATE- Guidance and Counselling (NYSC)

December 2013-October 2014

- Navigated the Admission Process: helped students navigate the complex admission procedures, ensuring they meet all requirements and submitted their applications accurately and on time.
- Explored Career Options: Through counselling sessions, students explored various career options available in technical and vocational fields. This helped them make informed decisions about the courses they should pursue based on their interests and aptitudes.
- Reviewed Course Content: provided students with detailed information about the curriculum and course content of different programs. This allowed students to choose courses that align with their career goals and interests.
- Developed Personal and Professional Skills: assisted students in identifying and developing essential personal and professional skills required for success in their chosen fields. This included communication skills, problem-solving abilities, and teamwork, among others.
- Supported Emotional Well-being: offered emotional support and guidance to help students cope with any challenges they may face during their educational journey.

SUNSHINE FOOTBALL CLUB - Professional Goal Keeping

October 2008-July 2011

- I was signed from Prime Football Clubs after gaining admissions into **Adekunle Ajasin University, Akungba Akoko. Ondo State.**
- As a goalkeeper, I was part of the main team and helped the team stay in the league for 3 seasons.
- I was in front of goal for 30 games and kept 18 clean sheets and 3 draws.
- The transfer made it easy to do both of what I love doing: footballing and studying psychology.

PRIME FOOTBALL CLUB - Professional Goal Keeping

January 2005 -July 2008

- I was signed to Prime Football Clubs professionally to start my professional football career after SSCE.
- As a goalkeeper, I was part of the team B team for one season and helped the team local trophies.
- I was in front of goal for 80 games and kept 55 clean sheets and 15 draws, losing 10 games.
- It was my first professional learning curve and paying job.

ETHOS/INTERESTS

- I love to:
 - ✓ Watch News - International Business News, etc.
 - ✓ Read – business journals, motivational books, articles.
 - ✓ Foreign series (Adventure, Legal & Business series).
 - ✓ Conceptualizing, playing good music.
 - ✓ Games- footballing (Member of Osun State football Team under 13-under18 categories) and scrabble (member AAUA scrabble club)

ACADEMIC/PROFESSIONAL QUALIFICATIONS

February 2020	Fellow Of The Business Psychology -The Association Of Business Psychology.
December 2015	SIOP Membership. -Society For Industrial And Organizational Psychology.
November 2013 - November 2014.	National Youth Service Corp. - Ikwo College Of Education, Ikwo Ebonyi State
December 2012 - March 2013	Associate Degree in Behavioral Psychology. -University Of Rochester.
August 2008 – August 2012	Pure and Applied Psychology (B.Sc.) -Adekunle Ajasin University, Akungba Akoko. Ondo State.
June 2004	National Examinations Council -Roseful International High School, Oshogbo.

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PERSONAL INFORMATION

Gender	Male
DOD/AGE	05/10/1987
Present Place Of Residence	Ibeju-Lekki, Lagos Island Lagos State.
Nationality	Nigerian
Location	Nigeria

Address: Lagos Island – Abijo GRA. Lekki-Epe Expressway, Lagos State Nigeria.