

ADEJOKE OLUWATOYIN AKINOLA

SALES & BUSINESS DEVELOPMENT PROFESSIONAL

234-703 329 6624 | doublecrown222@gmail.com | Oworonshoki, Lagos

PROFESSIONAL PROFILE

Target-driven Sales and Business Development Professional with experience across banking, pension fund administration, estate management and client relations. Skilled in direct sales, telesales, client acquisition, merchant acquisition and revenue generation. Currently driving Retirement Savings Account (RSA) acquisition at Guaranty Trust Pension Managers through consultative selling, corporate engagement and relationship management. Strong capabilities in lead generation, negotiation, closing, compliance and customer retention.

CORE COMPETENCIES

- | | | |
|---|------------------------------------|---------------------------------------|
| • Sales & Business Development | • Client Acquisition & Retention | • Direct Sales & Telesales |
| • Lead Generation & Pipeline Management | • Negotiation & Closing | • Corporate Marketing & Partnerships |
| • Merchant Acquisition & POS Deployment | • Customer Relationship Management | • Revenue Growth & Market Penetration |
| • PenCom, KYC/AML Compliance | • CRM & Microsoft Office | • Communication & Presentation |

PROFESSIONAL EXPERIENCE

Guaranty Trust Pension Managers, Lagos | Business Developer (Sales) | Feb 2026 – Present

- Drive new Retirement Savings Account (RSA) acquisition through direct sales, corporate marketing, telesales and referral strategies, working toward monthly sales targets.
- Generate qualified leads, present the Contributory Pension Scheme to prospective clients, and convert individual and corporate prospects into new customers.
- Identify new business opportunities, manage the sales pipeline and expand market presence across the Lagos territory.
- Manage the end-to-end sales process, including prospecting, needs analysis, NIN verification, documentation, PIN generation and after-sales support to promote retention.

Guaranty Trust Bank, Lagos | Transaction Officer (Sales & Customer Acquisition) | Jan 2019 – Jan 2026

- Onboarded a high volume of retail and SME customers, supporting customer acquisition while maintaining KYC/AML-compliant account-opening standards.
- Exceeded cross-selling targets for banking products, digital channels and electronic payment solutions, contributing to branch revenue growth.
- Managed merchant acquisition and POS terminal deployment to support electronic payments and increase transaction activity.
- Delivered responsive customer service that encouraged retention, referrals and long-term customer loyalty.

Osita & Okoli, Lagos | Estate Surveyor | Jan 2017 – Dec 2018

- Conducted property valuations, managed landlord accounts, sourced properties and marketed valuation services to banks and corporate clients.
- Applied client service, sales and negotiation skills to support property-related business development.

ADDITIONAL EXPERIENCE

Victor Okpeva & Co (2015–2016) • Properties Managers Ltd (2014–2015) • NuelUdo & Associates, NYSC (2013–2014) • Adegboyega Ojo & Co (2009–2010)

EDUCATION

Bachelor in Business Administration — University of Lagos | 2025 | Second Class Upper

Higher National Diploma (HND), Estate Management — Federal Polytechnic, Ede | 2012 | Upper Credit

REFERENCES

Available upon request.