

Bamidele Olawale Abioye

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Sales & Business development | Operations Strategy | Regulatory Compliance

PROFESSIONAL SUMMARY

Results-driven Sales /Business Development and Operations professional with over 12 years of multi-disciplinary experience spanning sales, operations, IT, finance, and business development. Proven track record in driving revenue growth, ensuring regulatory compliance, and leading market entry strategies within the Oil & Gas, Marine logistics, Consulting and financial services sectors. Expert at combining technical IT proficiency with strong commercial and partnership-building capabilities to optimize business performance.

CORE COMPETENCIES

- **Strategic Growth:** Sales Strategy & Lead Generation , Customer Acquisition & Retention , Market Entry & Expansion, Client Relationship & Stakeholder Management.
- **Financial & Regulatory:** Trade Finance & Structured Support , Financial Advisory and Regulatory Compliance & Licensing (NIMASA, NUPRC, NMDPRA, NIPEX, NCDMB etc).
- **Operational Excellence:** Business Operations & Administration , Performance Reporting , Data Analytics , Risk Mitigation.
- **Technical Proficiency:** IT & Cybersecurity Fundamentals , Information Systems Auditing , ISMS (ISO 27001).

PROFESSIONAL EXPERIENCE

Deepwater Marine-Cargo Oil & Gas Limited | Business Development Consultant | Jan. 2026 – Present

- Provide strategic consulting on regulatory compliance and market entry within Nigeria's marine and oil & gas sectors.
- Manage complex registration and licensing processes with agencies including NIMASA, NUPRC, etc.
- Lead business development, commercial positioning and build strategic partnerships to facilitate market expansion with other marine logistics companies and IOCs.
- Facilitate vessel chartering contracts and partnerships within the Oil & Gas industry.

Euro Exim Bank Limited (St Lucia) | Trade Finance Consultant (Freelance) | Mar. 2025 – Present

- Structure compliant trade transactions using instruments such as Letters of Credit (LC), Bank Guarantees, offshore trading account and LPO financing.
- Provide expert advisory on documentation, risk mitigation, and transaction execution for international clients.

ADX Credit Limited | Sales / Business Development Executive | Oct. 2025 – Mar. 2026

- Accelerated growth by promoting loan and deposit products to retail and SME clients.
- Managed the full credit lifecycle, including appraisal, documentation, and disbursement in coordination with Risk and Compliance teams.
- Managed portfolios of new and exiting customers for liability and asset products.
- Achieved revenue targets through effective pipeline management and cross-selling initiatives.
- Supported Sales Presentation for team building, Clients engagement and conversion

Oggy3 Nigeria Limited | Operations Manager | Mar. 2022 – Jul. 2025

- Managed and directed Sales and operations across retail outlets, improving customer loyalty and repeat business.

- Reduced product discrepancies by 30% through the implementation of improved controls and reporting.
- Oversaw financial reconciliations, payroll, and HMO administration while ensuring 100% SOP compliance.

Golden Super Nigeria Limited | Various Roles | Sept. 2017 – Feb. 2022

- **Lead, Operations & Admin:** Improved staff productivity by 40% for a workforce of 100+ employees and resolved 98% of compliance gaps. Supervised general office administration and business operations. Ensure optimum service delivery, client satisfaction and business continuity.
- **Technical Manager:** Managed IT teams and resolved transaction disputes including POS systems while improving efficiency by 20%. Supported business growth through sales analytics, reporting, and performance dashboards. Managed FMS, ATG & ERP solutions and Supervised outsourced technical contracts. Ensured compliance with operational, safety, and statutory regulations.
- **Depot Representative & Audit:** Championed Sales & business development of petroleum products, Coordinated petroleum logistics, reducing delivery delays by 15% and maintaining regulatory relationships.

First Bank Nigeria Limited | Relationship Manager | Mar. 2012 – Aug. 2017

- Marketed banking products to corporate and retail customers, consistently exceeding sales targets.
- Managed large portfolio of customers with appropriate due diligence, rigorous KYC/KYB and risk assessment & Mitigation.
- Effective relationship management for customers loyalty, retention and repeat business.
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EDUCATION

MBA, (In Progress) – Ladoke Akintola University of Technology, Ogbomosho Nigeria

HND, Computer Science – The Polytechnic, Ibadan, Nigeria

Certificate, Information Systems Auditing, Controls & Assurance – Hong Kong University of Science & Technology

Diploma – Business Management & Entrepreneurship – ALISON

Diploma, Workplace Safety and Health - ALISON

CERTIFICATIONS & TECHNICAL TRAINING

- Certified in Cybersecurity (CC) – (ISC)² (2024)
 - IBM Cybersecurity Analyst – IBM (2023)
 - Google IT Support Professional Certificate – Google (2023)
 - ISO/IEC 27001:2022 (ISMS Foundation) – Standard and Best Practices (2023)
 - Certified Project Manager (CPM) – IPMP (2011)
 - Digital Marketing, Cybersecurity and Compliance Training - Hagital Consulting
 - Virtual Internships (FORAGE): Completed job simulations for Mastercard, Verizon, Tata Consultancy Services, and Deloitte in IAM and Security Awareness.
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