

FADOJU BABATUNDE AINA, MBA, FCIB, MNIM

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EXECUTIVE PROFILE

Seasoned banking and financial services executive with over 20 years of experience across Nigeria's leading financial institutions, including 15+ years as Branch Manager and Team Lead driving sustained growth in deposits, loans, and profitability. Expertise in strategic leadership, trade finance, credit risk, business development, and investment origination. Currently serving as CEO of Aston Cooperative Society and advising regional and international firms on finance and organizational transformation. Recognized for building high-performing teams, strengthening client relationships, and consistently exceeding performance targets.

CORE COMPETENCIES

- Strategic Planning & Corporate Leadership
 - Financial Management & Budget Administration
 - Business Development & Revenue Growth
 - Trade Finance & International Banking
 - Credit Analysis & Risk Management
 - Investment Origination & Capital Structuring
 - Project Finance & Performance Evaluation
 - Product Development & Market Expansion
 - Operational Efficiency & Process Optimization
 - Stakeholder Engagement & Relationship Management
 - Team Leadership & Talent Development
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PROFESSIONAL EXPERIENCE

Chief Executive Officer

Aston Cooperative Society | 2025 – Present

Provide strategic and operational leadership for a growing cooperative institution focused on financial empowerment and sustainable member value creation.

- Lead corporate strategy, governance, and long-term growth initiatives.
 - Oversee financial planning, budgeting, and regulatory compliance.
 - Drive innovation in cooperative products and financial services.
 - Build strategic partnerships to expand market reach and member benefits.
 - Strengthen internal systems, risk controls, and operational efficiency.
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Trade Finance Specialist

Euro Exim Bank | 2024 – Present

Support international trade transactions by structuring and facilitating import/export financing solutions for SMEs and corporates.

- Structure letters of credit, standby letters of credit, and bank guarantees.
 - Support cross-border trade transactions across multiple jurisdictions.
 - Provide advisory on trade risk mitigation and compliance.
 - Facilitate access to global trade networks and correspondent banking relationships.
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Management Consultant

Prosell Consulting | 2022 – Present

Deliver strategic advisory services to businesses seeking growth, operational transformation, and profitability improvement.

- Develop business growth and transformation strategies.
- Conduct operational diagnostics and performance improvement initiatives.
- Support financial restructuring and process optimization.
- Guide leadership teams in strategy execution and change management.

Independent Consultant – Director of Origination

East Century Capital | 2010 – Present

Lead investment origination and financial structuring initiatives across sectors.

- Identify and structure viable investment opportunities.
- Conduct financial modeling, due diligence, and risk assessments.
- Advise on capital raising strategies and investor engagement.
- Build and maintain relationships with institutional investors and corporate clients.

Managing Partner

Grace Sanctuary Ventures | 2009 – Present

Provide executive oversight for business operations and strategic expansion initiatives.

- Direct operational strategy and revenue growth.
- Establish strategic partnerships and new market opportunities.
- Implement financial controls to ensure profitability and sustainability.

BANKING LEADERSHIP EXPERIENCE

Branch Manager / Team Lead

- First City Monument Bank Plc
- Ecobank Plc (formerly Oceanic Bank)
- Access Bank Plc (formerly Intercontinental Bank)
- Enterprise Bank Ltd (formerly Spring Bank)

Cumulative Experience: Over 16 Years

Successfully managed full-service branches with responsibility for profitability, compliance, customer growth, and team leadership.

Key Achievements & Responsibilities:

- Directed branch operations, ensuring achievement of deposit, loan, and revenue targets.
- Led business development initiatives that significantly increased customer acquisition and retention.
- Managed and grew high-performing loan portfolios with strong risk controls.
- Conducted credit analysis and approved lending facilities within delegated authority limits.
- Strengthened client relationships across retail, SME, and corporate segments.
- Mentored and developed teams, improving productivity and performance metrics.
- Consistently surpassed financial performance benchmarks and profitability targets.

EDUCATION

Master of Business Administration (MBA)

Bachelor of Science (B.Sc.)

PROFESSIONAL CERTIFICATIONS & AFFILIATIONS

- Fellow, **Chartered Institute of Bankers of Nigeria (FCIB)**
- Member, **Nigerian Institute of Management (MNIM)**
- Mentor Alumni, **Cherie Blair Foundation for Women**

CAREER HIGHLIGHTS

- Over 20 years of distinguished experience in Nigeria's banking and financial services industry.
- 15+ years in senior branch leadership roles with consistent record of exceeding financial targets.
- Executive leadership spanning cooperative management, investment origination, consulting, and international trade finance.
- Strong track record in stakeholder engagement, financial structuring, and sustainable revenue growth.
- Recognized for integrity, strategic thinking, and high-impact leadership.

