

KUTEMI AKINBODE OLANREWAJU

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EDUCATION

UNIVERSITY OF ADO EKITI

B.Sc. Electrical Electronics (Eng)

Ekiti, Nigeria

December 2007

PROFESSIONAL COURSES

Chicago Institute of Business

Certificate of Exceptional Sales Leadership

March 2014 – April 2014

Association of Registered Insurance Agents of Nigeria

Certificate of Registered Insurance Agent

May 2010 – January 2010

Sales Academy Filigri Consulting Ltd.

Certificate of sales management Training

April 17, 2019

Federal Ministry of labour and Employment

Trade Test 1 – Certificate of Competence

May 2019

Trade Test 2 – Certificate of Competence

September 2021

Chartered Insurance Institute of Nigeria

Certificate of Insurance Agents

May, 2010

National Insurance Commission

Certificate of License as an Insurance Agent

August, 2023

Penta Network

Certificate in Computer Application at lower credit level

December 2007

M.A.N Fire Service

Certificate of Workshop Participation

April 2011

ACHIEVEMENTS/AWARDS

- | | |
|--|------|
| • Promoted to Acting Agency manager | 2021 |
| • Promoted to District Manager | 2019 |
| • Most profitable Sales team nationwide | 2016 |
| • Third best Western Region Sales team | 2015 |
| • Best Western Region Unit Manager | 2014 |
| • Promoted to Unit Manager | 2011 |
| • Promoted to Executive Financial Planner | 2010 |
| • Best marketer for the year (Resident Branch) | 2009 |
| • Best life marketer for the month. (Resident Branch) | 2008 |
| • 3 rd best marketer for the year (Resident Branch) | 2008 |

WORK EXPERIENCE

Solidarity Investment and Insurance brokers limited. (A Subsidiary Satguru Global)

Lagos State

Insurance Assistant Manager (Sales / Operations) & Service Delivery

(Jan 2024- till date)

- Contributing to the development and implementation of strategic plans to achieve company goals.
- Oversees insurance operations/ for Top travel Trip Investment Nigeria.
- Oversees Insurance operations for Travel Wings Investment Nigeria.
- Oversees Insurance operations for Satguru Investment Nigeria.

- Oversees Insurance operations for Cars in Africa (CIA)
- Provide Top Notch Service delivery and dispute resolution of customer experiences
- Overseeing day-to-day operations, Customer experience and feedback
- Compliance Service delivery, Regulations, brands and company policies.
- Assessing and Managing risks associated with insurance products and services, implementing appropriate risk mitigation strategies.
- Conducting market research and analysis to identify opportunities for growth and development, as well as potential threats and challenges.
- Conducting Business meeting (Co-operate and Private Companies) for Ticketing, Hotel Reservation, Protocol Service, VIP Protocol Service & Police Escort, Car Hire Service and Yellow card.

Supreme Continental Hotel & Resorts

Oyo State

Regional Hospitality Adviser

(Jan 2023 - Dec 2023)

Hiring qualified personnel

Coordinating operations, evaluating staff and handling complaint

Managing budgets and enforcing regulations

Coordinating of the social media handle

Provide Top Notch Service delivery and dispute resolution of customer experiences and service

Overseeing day-to-day operations, Customer experience and feedback

Cornerstone Insurance Plc.

Lagos, Nigeria

Acting Agency Manager

[2021 -2022]

- Effective Training & facilitating of new marketer's e.g., over 100 marketers.
- Preparing Market sales strategies and leading the team for Mass marketing (All Lagos market).
- Preparing monthly production Reports, quarterly, half yearly and annual which will be submitted for budget defenses at MPR in top Management meetings after collation from DM
- Develop and maintain an effective Sales relationship with the FPs, UMs, DMs clients
- Provide Top Notch Service delivery and dispute resolution of customer experiences.

District Manager

[2019-2021]

- Effective Training & facilitating of new marketer's e.g., over 75 marketers.
- Preparing Market sales strategies and leading the team for Mass marketing.
- Preparing monthly production Reports on sales activities after collations of weekly reports from UM
- Develop and maintain an effective Sales relationship with the FPs & UMs clients
- Oversee minimum of 5 Units Managers with 15 marketers each. (75 marketers)
- Provide Top Notch Service delivery and dispute resolution of customer experiences

Unit manager

[2011-2019]

- Effective Training & facilitating of new marketer's e.g., over 15 marketers.
- Preparing Market sales strategies and leading the team for Mass marketing.
- Weekly reporting of sales actives and production
- Develop and maintain an effective Sales relationship with the FPs client
- Provide Top Notch Service delivery and dispute resolution of customer experiences

Executive Financial planner /Team lead

[2010-2011]

- Develop and maintain an effective Sales relationship with the client.
- Checking and monitoring of FPs Record book keeping of suspect, prospect and clients.
- Going out for mass marketing to sources for clients with FPs.

- Provide Top Notch Service delivery and dispute resolution of customer experiences

Financial Planner

[2008-2010]

- Develop and maintain an effective Sales relationship with the client.
- Record book keeping of suspect, prospect and clients.
- Going out for mass marketing to sources for clients
- Provide Top Notch Service delivery and dispute resolution of customer experiences

Ministry Of Transport, Minna

Niger, Nigeria

Operations/Admin Officer

2007 – 2008

- Prepared weekly & monthly report on vehicle maintenance and repairs.
- Preparing monthly reports on IOU allowance collected for daily operations.

SKILLS

Languages: English (*Fluent*), Yoruba (*Native*)

Skills: Proficient in Microsoft Word, Excel, and in PowerPoint.

INTERESTS

- Reading, networking, Research

REFERENCES

Available upon request.

