

OGHENEKOME MIKE-IDISI

Business Development | Relationship Management

Professional summary.

Results-driven business development and relationship management professional with experience in business development **corporate relationship management**, **portfolio growth**, **client engagement** and **commercial analysis**. Proven ability to identify business opportunities, build and maintain strategic relationships, understand client needs and deliver tailored solutions that drive revenue and portfolio growth. Strong communicator and negotiator with experience engaging senior decision-makers and collaborating across teams to achieve commercial objectives.

Work history

Guaranty trust bank - Institutional Banking

Lagos, Nigeria

11/2022 - Current

- Managed and developed relationships with leading **multinational and indigenous FMCG companies organisations**, identifying opportunities to deepen existing relationships and generate new business.
- Grew managed portfolio balance sheet by 85% growth, through deposit mobilisation, increased transaction flows and stronger client engagement.
- Identified client needs and developed tailored financial solutions across credit, payments, collections, deposits, trade and foreign exchange.
- Engaged senior decision-makers to understand business priorities, strengthen relationships and identify new revenue opportunities.
- Conducted financial, commercial and industry analysis to identify business opportunities, client needs and potential risks.
- Onboarding of new clients and adoption of digital payment solutions, coordinating with internal teams to ensure successful implementation.
- Identified cross-selling and upselling opportunities across the portfolio to increase product utilisation and relationship value.
- Monitored portfolio performance and prepared management reports highlighting growth, revenue opportunities and areas requiring strategic action.
- Collaborated with Product, Operations, Treasury, Credit and Risk teams to develop solutions and resolve client requirements.

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Skills

- Business Development
- Client Acquisition & Retention
- Relationship Management
- Revenue Growth
- Portfolio Management
- Lead Generation
- Business Communication
- Cross-selling & Upselling
- Commercial Analysis
- Client Engagement
- Market Research
- Account Management
- Stakeholder Management
- Microsoft Office Suite

EDUCATION

12/2020

Covenant University

Ota, Nigeria

Bachelor of Science: Economics

- Volunteer at Project1million.
- Class Representative, Student Government.

PriceWaterhouseCoopers - Internal Auditor

Lagos

03/2021 - 05/2022

- Worked with internal and external stakeholders across multiple client engagements, developing strong relationship-management and communication skills.
- Conducted business and financial analysis to identify risks, performance gaps and opportunities for improvement.
- Developed KPI dashboards and reports to support management decision-making.
- Conducted research and analyzed operational information to support client engagements.
- Prepared reports, presentations and recommendations for engagement teams and stakeholders.
- Coordinated multiple engagement requirements while maintaining accuracy and meeting deadlines.

Blessmike Integrated Service - Corporate Finance Intern

04/2020 - 09/2020

- Continuously enhanced knowledge on latest industry best practices through attending workshops, conferences, and professional development courses.
- Supported financial analysis, reporting and corporate finance activities.
- Analyzed financial and operational data to support business decision-making.
- Analyzed sales forecasts and actuals to inform inventory management decisions, reducing stockouts and overstock situations.

Languages

English

French

Interests

Travelling, Swimming, Volunteering and Community Involvement, Learning Languages

- Elected to Class Representative for Student Government in 2020
- Professional development completed in Entrepreneurship Development Studies

07/2016

Citizens Comprehensive College

Otta, Ogun

High School Diploma

- West African Senior Secondary School
- Assistant Head Girl, Student Government.
- Graduated with distinction.
- Best student of the department

Certifications

Oil & Gas Industry Duke University (Coursera)

Asian Development Bank Institute (ADBI) - Private Financing for Infrastructure and Sustainable Growth

Country Level Economics - University of Illinois (Coursera, May 2020) Firm Level Economics - University of Illinois(Coursera)

CFA-CFA Institute Investment Foundation