

ODEWALE, IDRIS ABISOLA

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Lekki, Lagos

PROFILE SUMMARY

Award winning business strategist known for Excellence, Reliability and Results. Building bridges and goodwill across clients, colleagues and employers

CORE COMPETENCIES

- Commercial and Sales Strategy
- Market and Business Development
- Relationship Management
- Digital & Cyber Security Sales
- Customer Experience Management
- Corporate Finance and Planning
- Negotiation, Funds Raising and Management
- Cashflow and Working Capital management
- Debt Management and Recoveries
- Business Writing and Communication
- Business Process Improvement
- Performance and Human Resource Management
- Enterprise Security Risk Management
- Supply Chain and Logistics
- Market Research and Development

HIGHLIGHT OF ACHIEVEMENTS

- Led the transformation of Armada Halogen from a department within Halogen Security into top three (3) Travel Security & Emergency Response companies in Nigeria by revenue and earnings.
 - ✚ Currently within the top 3 businesses (from >\$1m to approx. \$6m).
 - ✚ New revenue stream (>15%) from control of the entire ecosystem via aggregation and collaboration.
- Managed the largest balance sheet in Zenith Ikeja Group (22 Branches).
- Recovery of loans (>N5bn) previously classified by Zenith Bank as “lost” via Reengineering and CBN’s window.
- Mentored/coached six (6) of the Branch Managers and Zonal Managers in the banking industry.
- Team Recognition (in 2007) for recording the first ever branch profit in Sterling Bank Allen since inception in 2003.

WORK EXPERIENCE

HALOGEN GROUP

Jul 2017 – Present

*Halogen Group - Divisional Head, Commercial (WEF October 2020)

*Armada Halogen - Operating Company Head

- Lead Business and Growth aspirations at Halogen Group in Physical and Digital Enterprise Security Risk Management space.
- Oversee market engagements towards innovative product/solution for increased market share across Physical and Cyber Security space.
- Conduct market research and intelligence to identify areas of improvement and growth opportunities.
- Drive the business target i.e. volume, margins and revenue growth across the Division.
- Championing new business, sector and market to drive new revenue streams.
- Lead customer relationship and experience with effective feedback mechanism.
- Executed business and tactical plan for growth, considering objectives, risk appetite, competitive landscape etc
- Networking and building high level contacts across private and public sector to support business ambition.
- Provide leadership for the business team toward maximum performance and career development.
- Set objectives and key result areas (with EXCO) in line with the strategic vision and periodic review with the Board.
- Develop and implement the Target/Budget and Annual Operation plan as approved by EXCO/Board
- Work with Group EXCO to drive expansion activities i.e. fundraising, investments, corporate alliances etc.
- Finance professional, change agent and a member of IT Steering Committee; partnering in the development and implementation of the Strategic Initiatives for the next level evolution of business and digital strategy of the Group.
- Effective management of internal and external stakeholders for optimal results.

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HALOGEN SECURITY COMPANY LTD

May 2016 – Jun 2017

Group Head, Travel Security & Logistics

- Grow and Manage the department with a clear strategy for transformation into a subsidiary.
- Sales, Business and Service Lead with a focus on customer experience, growth and profitability.
- Winning key clients through direct sales and marketing as well as networking towards the business success.
- Building a high performing sales team via gap analysis/training, coaching/mentoring.
- Product development and Innovative Solution towards expansion of our revenue streams.
- Conducted market research and intelligence for business and opportunities.
- Source/maintained critical global alliances to enable competition with the dominant global players in the market.
- Financial Analysis and Modelling
- Oversee the Business Operations and Process improvement
- Developed departmental policies and standards towards the achievement of stated organizational goal.

ZENITH BANK

Sept 2007 – Apr 2016

Head, Consumer & Commercial Banking, Allen

2012 – 2016

- Functioned as the Branch Manager for Allen Avenue, Opebi, Ojodu and Computer Village Branch at different times.
- Led Corporate, Commercial & Retail Banking at different times while managing the branch's P&L and Balance Sheet.
- As the business development lead, coordinated pipeline, new business and business expansion.
- Sourced and managed critical relationships (assets and liabilities) for liquidity, efficiency and profitability.
- Managed Multinational, Government and Specialised sector businesses.
- Improved customer loyalty and advocacy through effective stakeholder and client relationship management.
- Conducted market research and intelligence for business and opportunities.
- Implemented several business strategies and plans to expanded the bank's customer base and profitability.
- Recovery of loans (>N5bn) previously classified by Zenith Bank as "lost" via Reengineering and CBN's window.
- Sales of digital products, contingent liabilities, FX and Trade Products.
- Financial Modelling and Advisory services for customers.
- Budget preparation management and review.

Other Roles

Team Lead, Commercial Banking BFG - Allen Branch

July 2009 – June 2012

Unit Head, Consumer Banking BFG- Allen Branch

Sept 2007 – July 2009

STERLING BANK, ALLEN (INCLUDING EQUITORIAL TRUST BANK)

May 2006 – Aug 2007

Head, Retail and Consumer Profit Centre

- Sales and Client Account Management officer
- Financial and Digital Product Sales
- Balance Sheet Management
- Structure and Manage Credit Facilities
- Financial Analysis and Modelling
- Revenue Generation
- FX and Client Trade Transaction sourcing and management
- Team Building and Leadership
- Budget Preparation and Presentation
- Coordinated Customer acquisition and management as the Sales and Marketing Team Lead.

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Magodo, Lagos

- Contingent liabilities, FX, Trade and other product sales
- Digital Product Sales
- Generate and managed deposit and risk assets
- Budget preparation, management and review

IBTC CHARTERED (NOW STANBIC IBTC)

Mar 2001 – April 2006

Assistant Supervisor

- Business Development, Relationship Management, Customer Service & Public Sector
- Sales and Client Account Management officer
- Risk Asset and Liability Generation
- Federal and State Government Tax collection
- Cards and Ebusiness Product Sales
- FX and Client Trade Transaction sourcing and management
- Contingent liabilities, FX and Trade product sales
- Financial Analysis and Modelling
- Customer services - complaints resolution and effective feedback.

OTHER EXPERIENCES

- wekurnect – Advisor 2020 – Date

EDUCATION

- International Security Management – Erasmus University Rotterdam (Coursera) **2021**
- Master in Transport Planning & Management – University of Lagos, Akoka **2010**
- BSc Accounting – University of Lagos, Akoka **2000**

PROFESSIONAL AFFILIATION

- Fellow, Chartered Institute of Loan & Risk Management of Nigeria (CILRM) **2020**
- Fellow, Institute of Chartered Accountants of Nigeria (ICAN) **2019**
- Affiliate, Institute of Risk Management, United Kingdom **2017**

REFERENCES

Available on demand