

OLISA VALENTINE CHIBUIKE

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Bancassurance | Business Analyst | Financial Technologist | virtual Assistant

CAREER STRATEGIC PURPOSE: With a proven track record of achieving a remarkable 25% increase in product sales through strategic marketing and key stakeholder collaborations, my career strategic purpose is to leverage my extensive experience and my skills to drive innovation and positive change within the financial and insurance sectors contributing to the dynamic landscape of business leadership and addresses the emerging trends and challenges within the financial and insurance sectors.

BIODATA

Date of Birth: Feb 14th

Nationality: Nigerian

Marital Status: Married

Sex: Male

Preferred Call Name: Valentine

Work experience and Achievement

Heirs Life Assurance

Role :Senior Bancassurance officer (United Bank for Africa)

May 2022 - till date

- Spearheaded product improvement initiatives resulting in a 20% increase in the competitiveness of new products, this was achieved by staying current on industry trends, market activities, and competitor offerings, ensuring our products remained innovative and aligned with evolving customer needs.
- Implemented streamlined knowledge management systems, resulting in a 30% reduction in onboarding time for new team members and enhancing overall team efficiency.
- Successfully contributed to the organization's financial health by selling a portfolio of financial products, including life insurance, general insurance, and mutual funds, achieving a 25% increase in overall product sales through the implementation of targeted marketing campaigns and strategic relationship-building with key banking stakeholders.
- Led initiatives to provide tailored financial solutions to clients, resulting in a 15% improvement in customer satisfaction.
- Played a key role in diversifying product offerings, leading to a 25% increase in revenue and expanding the range of financial products available to clients, the organization experienced substantial financial growth, highlighting the ability to strategically impact the bottom line through product diversification and sales expertise.

EDUOpinions

Role: Student Representative(remote virtual officer)

September 2022 - till date

- Pioneered creative approaches to engage students through both online and offline channels, resulting in a 30% increase in student participation. Successfully leveraged social media, virtual events, and interactive workshops to foster a dynamic learning community.
- Established an open and transparent feedback culture by encouraging students and alumni to share honest opinions about their studies, achieving a 40% increase in feedback submissions, providing valuable insights into the student experience and contributing to continuous improvement initiatives.

- Proactively identified challenges faced by students through feedback mechanisms, leading to the development of targeted solutions. Addressed critical issues, resulting in a 25% reduction in student-reported challenges, enhancing overall satisfaction with the educational experience
- Systematically analyzed feedback to identify opportunities for program enhancement. Implemented strategic changes based on feedback, resulting in a 20% improvement in program effectiveness and relevance, aligning curriculum with current industry demands.
- Nurtured a sense of community among students and alumni through targeted engagement efforts. Achieved a 35% increase in alumni involvement, fostering a supportive network that contributes to both current students' success and the long-term reputation of the educational institution.

At Cornerstone Insurance plc (First City Momentum Bank)

Role: Bancassurance Referral Officer

February 2016 - May 2022

- Effectively addressed client inquiries about the purpose and details of financial plans and strategies, resulting in a 25% increase in client satisfaction. Demonstrated a commitment to clear communication and client education to ensure a comprehensive understanding of financial plans.
- Implemented a streamlined documentation process for clients, clearly outlining the types of services to be provided and the responsibilities undertaken by the personal financial adviser. This initiative resulted in a 30% reduction in client misunderstandings and disputes, contributing to improved client-adviser relationships.
- Profiled and analyzed a diverse range of investment products to develop customized financial strategies tailored to meet client needs. Achieved a 20% increase in client portfolio performance, showcasing the ability to align investment products with individual financial goals and risk tolerance.
- Spearheaded the development and execution of comprehensive financial plans, resulting in a 15% improvement in clients' financial health. Proactively identified opportunities and mitigated risks, demonstrating a strategic approach to financial planning that directly impacted clients' overall financial well-being.
- Implemented a continuous improvement cycle by regularly reviewing and updating financial strategies based on market dynamics. This approach resulted in a 10% increase in client returns and satisfaction, showcasing adaptability and responsiveness to evolving economic conditions and client needs.

CERTIFICATION

- University of Benin Benin City edo state Nigeria (BSC in agriculture) September 2017, forestry and wildlife.
- Bancassurance Manager certification (college of insurance and financial management) February 2024, insurance and Banking.
- Young insurance professional programme (London school of insurance) January 2023, insurance and reinsurance.
- Jobberman Soft Skills (Jobberman Nigerian) may 2023, employment training .
- Trade Test (federal ministry of Labour and employment) August 2021, computer studies .

Professional membership

- African forest Forum 2018.

SKILLS: Strategic Thinking | Leadership | Financial Acumen | Project Planning | Communication | Business Analytics
Communication Skills | Time Management | Problem-Solving | Quality Management | Technological proficiency |

Documentation | Critical Thinking | Team Building | Stress Management | Cultural Competence | Global Business Perspective |
Entrepreneurial Mindset | Adaptability

Referee: Available on request.