



Plot 15 Fimie Market Area By RCCG
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SAMPSON JESSE MONDAY

OBJECTIVE: Working in organization where teamwork is paramount to achieving company goals through innovative, proactive Marketing/Sales and Management skills backed up with over 6 years of practical work experience.

MARITAL STATUS:	Married	DATE OF BIRTH:	8th May, 1981
SEX:	Male	L.G.A OF ORIGIN:	Abak
STATE OF ORIGIN:	Akwa Ibom State.	RELIGION:	Christianity
NATIONALITY:	Nigerian		

INSTITUTIONS ATTENDED WITH DATES:

DATE	INSTITUTIONS	QUALIFICATIONS
Jan-Dec.2021	Google Digital Institute.	Google Digital Marketing Certification
2016-2019	Chartered Institute of Bankers Nig.	(CIBN)Certificate in Microfinance Banking
2008-2009	HiiT Institute of Info Technology, Kano	Post Graduate Diploma (PGD-IT)
2002-2007	Osisatech Polytechnic, Enugu State	HND/ND in Business Admin & Mgt.
Jan-Dec.2001	Computer Alleviation Programme, Uyo	Ordinary Diploma in Comp. Science
Jan-Dec.2001	Sifon Computer/Consulting, Abak, AKS	Certificate in Computer Science
1994 - 1999	Government Technical College, Abak	National Technical Certificate NTC
1984 - 1993	Abak International Nursery School, Abak	First School Leaving Certificate FSLC

PROFESSIONAL TRAININGS & QUALIFICATIONS

- | | | |
|---|--|-----------|
| - | CUSO CANADA INT'L, Calabar | 2016 |
| | <ul style="list-style-type: none">• Train the Trainers course on Customer Care and Marketing Strategy Management• & Business Development for Entrepreneurs• Train the Trainer on Value Chain Finance for Microfinance Banks• Train the Trainer Agro Allied Value Chain Product Development. | |
| - | Nigeria Inter-Bank Settlement System Plc (NIBBS) Abuja | 2015/2016 |
| | <ul style="list-style-type: none">• Train the Trainer Nigeria Inter-Bank Settlement/MIS Training for Microfinance Bank | |
| - | HOBBIES: Research, Studying and Table Tennis . LANGUAGES SPOKEN: English, Ibibio and French (learning) | |

WORK EXPERIENCE

Gifted Hands Cooperative Group

NASARAWA STATE

Position: Branch Manager (Customer Relations).

2021- 2024

Duties:

- Social Media Marketing, Management and Email Marketing
- Virtual Assistant 100% remote online jobs (such as Daily Data Entry, Posting on Media Platforms etc.)
- Both 100% Remote and Practical Field Sales.
- Account Opening to clients and Weekly disbursement to loan customers
- Weekly Loan repayment and recovery from loan customers
- Weekly Customer Care Training to staff and Evaluation.
- Day to day running of the unit to make sure that customers complain are resolve and customers are happy, Client verification, evaluation, monitoring client's payment and recovery. Daily performance monitoring, & reporting to immediate supervisor/management.
- Gathering and distribution of real time market intelligence on industry trading,
- Clients verification before disbursements, Evaluation, Disbursement supervision, Monitoring clients payment and Recovery
- Payroll Sorting, preparation and payment of salary. Analysis and save keeping of staff data and other HR functions as deem fit.
- **Checking Customer Daily transactions using (SAGAMY V1.02.5).**

JDEJEBE OIL E&P LIMITED

PORT HARCOURT, RIVER STATE

Position: Customer Growth Manager

2017-2020

Duties:

- Social Media Marketing, Management and Email Marketing
- Virtual Assistant 100% remote online jobs (such as Daily Data Entry, Posting on Media Platforms etc.)
- Both 100% Remote and Practical Field Sales.
- Out sourcing for new customers and meeting their needs, Client verification before product delivery, evaluation, monitoring client's payment and recovery. Daily monitoring, hedging & reporting of any price exposure via Daily Exposure & PNL report to immediate supervisor/management.
- Gathering and distribution of real time market intelligence on oil industry to internal physical trading, financing and hedging desks and Reviewing and negotiating of commercial & operational terms and conditions on cargo purchase and sale agreements among others

GIFTETD-HANDS SAVINGS AND LOANS LIMITED

CALABAR, CROSS RIVER STATE

Position: Head of Risk, Internal Control and Compliance

Feb.2013-Dec 2016

Duties:

- Carry out daily analysis on loan quality base on client officer & branch, composition of **LCM**, type of business activity, KYC, value of collaterals etc.
- Follow up and advice management always on the performance of exceptional loan files, restructured loans and Top-up loans, Regular follow-up of bad debt management by credit and marketing unit, identify major risk areas and liase with Units head in managing or preventing such risk.

- Fraud analysis, Prevention & Whistle blowing. Perform regular control on KYC/AML for account opened in all branches according to CBN/FATF regulation. Perform controls on client transactions in their account to check for correctness and consistency.
- Monitoring of daily transaction media, Deposit Register and Ticket Register. Doing of daily call over, Cash movement management, (Supervising daily dual function control between the vault and the cashier, checking of daily balancing of Till with physical cash and system balance).
- Carry out Risk management training for all staff both new and old, assessing the bank's risk exposure for all potential new and ongoing businesses and projects to advice the management accordingly and working with the business development unit to ensure compliance.
- Monitors and work with the IT Unit to ensure full compliance of weekly or monthly reporting of lending activities, Ensures the implementation of good internal control system in all branches using BM/CSS/HT check list.
- Acting as the banks compliance officer and relating with regulatory bodies and government agencies e.g. (ANMFN). Regularly conducting of physical security checks on all locks, doors, appliance and working with the security Unit. Attend Board Audit & Risk Committee meetings and any other functions assigned by management
- Clients verification before disbursements, Evaluation, Disbursement supervision, Monitoring clients payment and Recovery
- **Doing Bank Software Backup Daily using (CUTE BANKER LITE V1.02.5) and other things**

ABLAZE DISTRIBUTION COMPANY LIMITED,

CALABAR, CROSS RIVER STATE

Position: Branch Manager / Sales Representative

Feb.2011-Dec.2012

Achievements:

With a team of 15 outdoor Sales executives & also supported sales team at many Outlets within the state and local government area of coverage.

- 100% Remote and Practical Field Sales
- Social Media Marketing, Management and Email Marketing
- Virtual Assistant remote online jobs (such as Daily Data Entry, Posting on Media Platforms etc)
- Team marketing, Client authentication before supply, evaluate client data, Receives and confirms all stocks, monitoring clients payment and recovery, handle clients and staff conflicts. Increase both clients and sales volume by 90%.
- Engaged employees in business processes with positive motivational techniques and Boosted branch sales by developing and deepening customer loyalty through incentive programs.

WOMEN DEVELOPMENT MICROFINANCE LIMITED

KANO STATE

Position: Customer Care/Marketing Executive on Contract.

Duties:

March 2008-Nov.2010

Customer Care Duties:

- Day to day interface with customers of the bank and Account Opening, and deposit mobilization, Evaluation, Disbursement and Recovery
- 100% Remote and Practical Field Sales

Using CUTE BANKER SOFTWARE:

- Attain to and fix software and hardware problems from the bank's MIS(Management Information System) via IT department,
- Monitoring, Maintaining of (CUTE BANKER).Maintaining Client Account Database, Printing of monthly statement, end of day and start of day programming among others.
- Inspected equipment, assessed functionality and optimized controls, discussed project progress with customers, collected feedback on different stages and directly addressed concerns. Managed quality assurance program including on site evaluations, internal audits and customer surveys.
- Prepared relevant documents in conformance with Safety Management System (SMS) order.I saved the Bank \$1500 by researching and implementing cost-saving initiatives and creating fresh new approaches to long-standing problems.

PROFESSION SKILLS:

RATING

MS-Word Office Application,	Expert	Social Media Marketing	Advance
Corel Draw Graphics Application,	Advance.	Customer Relation Software	Advance
Marketing Planning and Strategy Development	Advance		

PERSONAL SKILLS

- ◆ Ability to work with little or no supervision.
- ◆ Good Communications
- ◆ Ability to with as a good team member

REFERENCE:

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Prestige Nigeria Limited, Ikot-Ekpene
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+2348076797185

Mrs. Precious Owodighe

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Haj.Talatu Bashir (Chairperson)

Women Development MF

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