

CONTACT

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Date of Birth: 14th March 1994
State of Origin: Anambra State
Nationality: Nigerian
Marital Status: Single

CORE SKILLS

Relationship management
Credit analysis
Trade finance
Cash management
Business development
Financial modelling

Tools

Finacle
Microsoft Excel
Microsoft PowerPoint

LANGUAGES

English : Fluent
Igbo : Native
Yoruba : Basic

PROFESSIONAL CERTIFICATIONS

ACIB Professional Examinations — Chartered Institute of Bankers of Nigeria (CIBN), In view
Credit Analysis and Lending Course — FITC, 2021

HOBBIES

Reading
Travelling
Event planning

ADAEZE OKONKWO

Relationship Manager, Corporate Banking

Career Profile

Result-oriented relationship manager with 8 years of banking experience, currently covering 32 corporate clients in oil & gas services, FMCG and manufacturing with ₦41.3bn in deposits. Skilled in deposit mobilisation, credit structuring and trade finance, with a strong record of growing wallet share while keeping the loan book clean. Seeking a senior relationship role in a tier-1 bank.

Work Experience

Relationship Manager, Corporate Banking June 2022 – Present
Zenith Bank Plc, Victoria Island, Lagos

- Manage a portfolio of 32 corporate clients with ₦41.3bn in deposits and ₦18.7bn in risk assets
- Grew portfolio deposits by 46% in 2024 and mobilised ₦2.5bn deposits within 90 days of onboarding a cement distributor
- Structure working capital, LPO finance, invoice discounting and import finance (Form M, letters of credit) with Credit Risk and Trade Services
- Prepare credit memos and annual reviews; no non-performing loan in the portfolio since 2022
- Cross-sell collections, payroll and corporate internet banking solutions; achieved 128% of 2025 revenue target

Relationship Officer, Commercial Banking March 2019 – May 2022
Fidelity Bank Plc, Ikeja, Lagos

- Supported a senior RM in managing 60+ commercial and SME clients with a ₦12bn deposit base
- Mobilised ₦3.4bn in low-cost deposits in 2021, ranking 2nd of 28 officers in the Lagos Mainland region
- Processed account opening, KYC and AML documentation on Finacle
- Followed up loan disbursement checklists and resolved customer complaints

Customer Service Officer February 2018 – February 2019
Sterling Bank Plc, Apapa, Lagos (Contract)

- Attended to 80+ walk-in customers daily on account opening, card issuance and e-channel enrolment
- Resolved complaints within 24 hours and kept a 95% satisfaction score in branch surveys

Corps Member, Accounts Unit (NYSC) March 2017 – February 2018
Akwa Ibom State Ministry of Finance, Uyo, Akwa Ibom State

- Completed the mandatory National Youth Service Corps year
- Reconciled payment vouchers and prepared monthly expenditure reports in Excel
- Led a CDS financial literacy outreach in 4 secondary schools in Uyo

Industrial Trainee (SIWES) June 2014 – November 2014
Guaranty Trust Bank Plc, Enugu (Internship)

- Rotated through operations, funds transfer and customer service units of the Enugu main branch

Volunteer Mentor 2020 – Present
Junior Achievement Nigeria, Lagos (Volunteer)

- Teach money management and savings to secondary school students in Lagos twice a term

Education

B.Sc. Banking and Finance <i>University of Nigeria, Nsukka, Nsukka</i> • Second Class Upper Division	2011 – 2016
West African Senior School Certificate Examination (WAEC/SSCE) <i>Queen of the Rosary College, Onitsha</i> • 8 credits including English Language and Mathematics	2004 – 2010

Referees

- Available on request