Henry Oshodi

Computer efficiency and skills. Proven track records in Microfinance operations and Sales executive.
A good experience in financial services and leadership role with expertise in portfolio management, branch operations and team coordination. Strategic planning and financial performance optimizations.

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Experience

Portfolio Manager

2023- 2025

FAIRMONEY MICROFINANCE BANK

Engaged in sales and marketing campaign to secure prospective clients.
Strategic evaluation of client financial capacity with existing businesses and stock Inventory for loan profiling. Efficient and analytical portfolio management of about 500,000,000.
Loan disbursement and Debt recovery. Client retention optimizat

Branch Manager

BETHSAIDA GROUP OF COMPANIES (Micro-capital)

2021 - 2023

Overseeing all operations and ensuring optimal performance. Developed and executed strategies to increase branch profitability and achieve sales targets. Maintaining high level of customers satisfaction. Ensuring performance evaluation and strengthened clients relationships.

Branch Manager

GRACE AND MERCY MICROFINANCE BANK

2018 - 2021

Successfully managed a team of 10 employees in a high performing branch Developed and maintained strong relationships with key clients leading to increase in customers retention and overall satisfaction. Effective loan disbursement and management. Effective debt recovery and efficient operational control.

Stock Manager

2014 - 2018

GUINNESS NIGERIA PLC

Manage stock inventory for major distributor outlets. Implemented efficient stock control systems. Conducted regular stock audit and reconciliation. Developed and implemented effective stock replenishment strategies, resulting in reduced stockout and improved products availability.

Sales Manager

2006- 2014

MOBITEC CONTINENTAL SERVICES

Manage and executed comprehensive marketing campaigns for increase in brands awareness and growth in customers engagement. Developed and implemented strategic marketing plans resulting in an increase in sales revenue. Led a cross functional team to the success of the company.

Sales Supervisor

2003- 2006

LUBCON LTD

Supervision and management of staffs in the district, ensuring achievement of sales targets and exceeding revenue goals. Developing multiple sales outlets and executing strategic sales plan. Fostered strong relationships with key clients and identified new business opportunities. Improvement in individual performance, utilizing data analysis to identify market trends and customers preferences with utmost loyalty.

Education

Accounting and Auditing , HND

1997 - 2003

kWARA STATE POLYTECHNIC