

SENIOR MANAGEMENT EXECUTIVE

A highly qualified, results-oriented international banker with broad and diversified experience in corporate strategy, project finance, equity investments, bond origination, loan origination, international trade and legislative/regulatory issues. Fluent in English and conversant in French. Comprehensive knowledge of West African Banking and Capital Market and Monetary Policies.

SELECTED ACHIEVEMENTS AND HIGHLIGHTS

- ❖ Reviewed and analyzed a macro view on the Ghanaian Market economy; designed and implemented a country strategy plan selecting projects based on the country's needs and developed business strategy and provided new and flexible financial structure to execute complex transactions to meet budgeted goals.
- ❖ Turn around an underperforming \$100 million global division of a multinational bank, streamlining 4 business units around a coherent commercial and operational worldwide strategy, restoring profitability, producing higher than market value gains, winning back market share in strategic market areas, and delivering double digit PBT growth.
- ❖ Reversed losses into profits, serving as catalyst for growth and expansion of struggling securities services division, quickly restored forward momentum, generating year over year revenue gains and profits at steady 20% return on sales and reconciling an outstanding \$20 million un-reconciled account.
- ❖ Integrated 8-footprint market into a worldwide \$1trillion asset under custody business that outpaced competitors, maximized share of strategic markets, and elevated earnings. Developed and executed an acquisition plan; implemented tools including SWOT analysis, staffing plan, and operational roadmap to transition business into SCB infrastructure. Presented to Bank of Ghana the consequence of a monetary policy impacting foreign clients.

PROFESSIONAL EXPERIENCE**The Church of Jesus Christ of Latter Day Saints
Mission President**

Dar Es Salaam, Tanzania
2023-Present

As a voluntary service as the Mission President, I preside over the President of the Tanzania Dar Es Salaam mission of the Church, which is to oversee the activities of the Church in the Country especially in the missionary area.

- ❖ I supervise and train on average from 170 to 180 missionaries during a given time period and share a variety of responsibilities in the service. I'm responsible for the instruction of missionaries to effectively teach gospel principles as well as to maintain their individual health. In addition I assumes responsibility for the baptism of new converts and their initial development as new members of the Church.
- ❖ On a day-to-day basis I'm responsible for the supervision of couples and oversee not only the physical, emotional and spiritual well-being of their own families, but also assume responsibility for each of the missionaries assigned to their area.
- ❖ I train and teach local church leaders in their administration of Church procedures and perform humanitarian services across the country.

**Forms Capital
Head of Investors and Intermediaries**

Accra, Ghana
2015-2019

As a member of the Executive Team, I was responsible for planning, developing and implementing commercial strategies to support business development and build on a company's growth.

- ❖ Studied the market trends and understanding of the financial industry within which our business operated and led to develop plans to maximize business opportunities which led to increase in portfolio size and profitability
- ❖ Conducted market research and analysis to inform business plans on commercial opportunities and understand future threats. Managed relationships with key stakeholders to understand the needs of current customers and devise and implement customer acquisition strategies.
- ❖ Developed and organized a range of fund-raising opportunities for various project and brokered and created the relationships required across the Group to ensure effective delivery of product strategy and delivery. This is for existing parts of the business, as well as new areas that came in via mergers and acquisitions.

- ❖ Supported the executive board with ideas for investments, acquisitions or divestments, and become involved in the activity required to see these through. Ensured the continuing professional development of the Commercial team and managers.

Standard Chartered Bank Ghana (SCB)

Accra, Ghana

Head of Investors and Intermediaries

2010-2015

Following the acquisition of Barclays Securities Business by Standard Chartered, I led a team of 10 in the launching of new initiatives, products, proposing enhancements, new product concepts and preparing business requirements for both in internal and regulatory bodies of a \$1.5 billion Assets Under Management Custody business.

- ❖ Led post-merger integration team to consolidate platforms, products, operations, and infrastructure of SCB acquisition of Barclays Securities Services. Interviewed, assessed, and placed staff; established standard operating procedures and best practices; instituted a unified corporate culture to create a highly effective, efficient, and high profitable business.
- ❖ Implemented the effective use of the Client Relationship Management systems, build discipline around product utilization and monitoring to take informed business decisions and forecast. I'm also responsible for foreign clients FX traders in Ghana and have presented to the Central bank on a number of occasions on the effect of foreign clients participation on the Ghanaian FX market.
- ❖ Managing a staff of 10 in Ghana that performs settlements, clearing, corporate actions, and account opening and reporting. Upgraded system, which enhanced client account opening, reporting, and billing capabilities.

Barclays Bank Ghana

Accra, Ghana

Chief of Staff

2008-2010

As a member of the Country Executive Team, I provide high level support to the Managing Director (MD) of Barclays Bank of Ghana that enables him to efficiently achieve overall strategy and profitability; by means of delivering the clients, staffs, operations as well as community agenda, which included Strategic Planning and specific projects, reviewing investment portfolios and offering suitable models to maximize return on investments.

- ❖ Led, designed and/or facilitated cross-functional projects that promote organizational effectiveness, efficiency, and profitability.
- ❖ Supported MD to achieve Customer service standards/experience and building Barclays profile/reputation within the country and sub-region. Maintaining strong business relationships in and outside Barclays.
- ❖ Contributed to overall Communications/Events Calendar, identifying opportunities & generating ideas to ensure Barclays Africa & Middle East strategic messages are delivered at all events involving Barclays Bank Ghana
- ❖ Oversaw credit review analysis both commercial and retail, including examining loan structure, performing risk analysis, reviewing documentation, developing and analyzing forecasting models, and evaluating financing alternatives.

Bank of America

Fresno, CA

Snr. Client Manager/Assistant Vice President

2005- 2008

As an active Client team member in a Commercial Banking group, I was responsible for developing and coordinating our units planning activities, including strategic projects, business development, growth and financial plans. I assisted in orchestrating business flow, market analysis, and client reporting/analysis.

- ❖ Managed critical projects in Bank of America Central Valley Agricultural and Mining financing, meeting with and creating financing proposals for key clientele and investors.
- ❖ Worked with Finance and other department to review structuring, determine price, negotiating terms sheets with key stakeholders and assess financing options.
- ❖ Communicated and interact with team members across Client Team, Risk Managers, Client Managers, Credit Product Officers, Treasury Officers, Leasing Officers, Investment Officers and Sales Support Associates on new credit line request
- ❖ Key projects included financing of \$20 million irrigation project for Central California, refinancing of \$30 million of a water treatment plant for Crystal Geyser, and financing of \$50 million solar energy panels at Fresno airport.

Bain Capital

Sandy, Utah

Financial Equity Analyst

2004-2005

Served in a full-time capacity as an Equity Research Analyst of an M&A team, where I assisted in delivering extensive company and industry research, conducting detailed financial modeling and valuation for various acquisition projects.

- ❖ Produced profits at levels enabling Bain to minimize losses from newly-acquired US Synthetic and eventually sell entire operations for over \$250 million.
- ❖ Developed comprehensive credit profiles of potential business acquisition, including conducting extensive review of credit history and financial position and presented findings to senior management.

WFS Financial*Irvine, California***Risk Analyst****2001-2003**

Coordinated with Risk Management team in auditing and developing strategies in managing credit risk. Provided analytical tools, and worked with Regional Business Centers (RBC) on successful execution of risk management tactics.

- ❖ Provided analytical support on product/ channel strategies for California Market to support our \$140 million auto lending business. This led to a 15% growth in profit for the 2002 year.
- ❖ Led a six member team of industrial experts in credit and risk to analyze the banks portfolio and new account vintage trends, losses, portfolio dynamics, segmentation strategies, score cutoffs and credit criteria and recommends strategy changes. At the end of the project we implement a new credit score which led a reduction in impairment of 25% across the western market of U.S.

EDUCATION & CERTIFICATES

Master of Business Administration (Finance)*Provo, Utah***Global Management Certificate****Brigham Young University****2005**

Teaching and Research Assistant (1st Year MBA Marketing & Executive MBA Decision Analysis)

- Created a Presentation on Basel II (Significant knowledge on Basel II analysis)
- Recipient International Graduate Student Full Tuition Scholarship. Member of Service Committee, Graduate Finance Association, Net-Impact, and Global Management Society. CFA Level 2.

Brigham Young University-Hawaii*Laie, Hawaii***Bachelor of Science, International Business Management (MAGNA CUM LAUDE)****2001**

- GPA 3.6 Major GPA 3.9, (Graduated in 2 years)
- Numerous scholastic awards including Dean's List, Honor roll, School of Business Scholarship

PROFESSIONAL & CIVIC AFFILIATIONS

Ghana Bankers Association, member

Ghana Custodian Heads Group, President

Ghana Stock Exchange Integration Forum, Participant

Member Achimota Golf Club

Volunteer Representative, The Church of Jesus Christ of Latter-day Saints Accra, Ghana mission