

## TOLUPE IBRAHIM SANI

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### EDUCATION

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- **Bachelor of Science in Accounting (B.Sc. (Hons) Second class upper) -2014**  
School: University of Lagos, Akoka, Lagos, Nigeria
- **Professional Certificate in Project Management (License 201503-033) -2015**  
Institution of learning: Soar Trainers, 9, Elm Road, Sidcup, Kent. DA146EL, United Kingdom
- **Institute of Management Accountants (IMA USA) - 2019**  
Certified Management Accountant (CMA)

### WORK & LEADERSHIP EXPERIENCE

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#### **9MOBILE (Formerly ETISALAT NIGERIA), Lagos, Nigeria** **Specialist, Financial Planning & Budgeting | June 2019 to date**

- Preparation of annual budget, quarterly forecast, 5/10 year business plan and other strategic plans of the company.
- Financial forecasting and analysis of various departmental plans which includes project and product investment appraisals, post implementation review and profitability analysis.
- Develops various models for analysis and tracking of financial status of projects and products
- Inter department collaboration/interface on financial assessment of projects, business models, or business plans as well as perform a review function for products, promotions and tariffs
- Provides special projects financial modelling and analysis, and tracks Ebitda impact of each project
- Verifies total sales, margin and costs estimates meet plan objectives and report variances when needed.

#### **Specialist, Finance Decision Support | May 2018 - May 2019**

- Managed the monthly rolling forecast and variance analysis on the organization's relevant KPIs.
- Reviewed and monitored the budget process against funding request and advised the organization on appropriate spending and budgetary control policies.
- Worked with business units to prepare business cases and investment appraisals to support proposals for operational or capital projects
- Analyzed and reviewed the financial impact of new contracts / agreements between 9mobile and external vendors.
- Maintained competitor benchmark analysis model and company-wide performance review model to benchmark performance against competitor performance and recommend areas for improvement
- Prepared CFO quarterly report to inform shareholders of EMTS operational performance, financial performance, revenue assurance & fraud, and Procurement & Contract negotiations
- Identified areas of possible revenue opportunities and potential cost savings to incorporate into the firm's financial plan and forecast.
- Provided monthly estimates and final review of accruals and subsequently does validation of actual performance by reviewing transactions in the GL download for accuracy, completeness and validity.
- Prepares presentations and conducts monthly review of variance analysis between actual and budgeted positions with departmental directors.

#### **Analyst, Strategic Projects & Transformation Office (Finance) | Feb 2017 – April 2018**

- Developed financial and economic models that supports the assessment and underlying valuation of potential investment opportunities i.e. market sizing, financial forecasts and valuation models
- Prepared business cases to support the formulation and launching of new strategic initiatives (e.g. market analysis, value proposition, and strategic fit, economic models)
- Acted as Finance Support for over 200 cross functional strategic initiatives that delivered EBITDA impact in excess of N20billion
- Monitored execution of projects and escalated execution delays to appropriate authorities
- Prepared and updated financial models to determine the impact of various revenue and cost optimization initiatives from raw data download on initiative performance from Mckinsey's wave.
- Prepared weekly reports and presentations on progress made, financial impact (YTD) and key issues of initiatives for the Steerco and TO meetings.
- Participated in tracing EBITDA impact on ongoing initiatives to the appropriate GL lines to aid reporting.

**Achievements:**

- Given conversion to full time staff of Etisalat Nigeria from internship status within 3 months of the initial 6months' contract, as a result of my outstanding performance.
- Given promotion from Analyst position to Finance Decision Support Specialist position within one year after my conversion to full-time Analyst (This is extraordinary achievement because the usual period for promotion from Analyst to Specialist position is between 3 – 5 years)
- Team member of the in-house Finance team that worked alongside Barclays Capital to ensure deal close between Teleology Holdings and the banks owed.
- Team lead of Aggressive Cost Savings & Revenue Generating project that has over performed against target by 20%
- Developed a Coreb Funds Utilization model for evaluating budget and actuals to validate fund availability for proposed Opex / Capex spend and prioritize spend according to available funds

**UNITED CAPITAL PLC, Lagos, Nigeria**  
**Investment Banking Analyst | August 2016 – Jan 2017**

- Played primary role in the planning, structuring and execution of capital raising mandates.
- Undertook financial analysis and financial modeling to back up execution of transactions.
- Worked closely with other team members to determine appropriate corporate and project financing options for the company's clients, based on their business profile.
- Prepared relevant transaction documents like Teasers, Term Sheet and Information Memorandum in respect of various capital raising projects.
- Participated in the company's Due Diligence processes.
- Got involved in the negotiation of financing terms between our clients and their Lenders to ensure that both parties reached mutually acceptable terms and conditions for their various finance related transactions.
- Worked as member of the facility agent team for the following United Capital's executed transactions:
  - ❖ US\$700mn seven year term facility by Seplat Petroleum Development Company;
  - ❖ US\$122mn acquisition of 60% equity stake in Abuja Electricity Distribution Company Plc by KANN Utility Company Limited; and
  - ❖ US\$250mn crude prepayment facility by Orion Group.

**Achievements:**

- Member of Execution team for the Forte Oil's N9 billion series 1 bond issue.
- Member of Execution team for United Capital Asset Management's Eurobond fund.
- Member of Execution team for United Capital Asset Management's Wealth for women fund.

**CRUSADER STERLING PENSIONS LTD, Lagos, Nigeria**  
**Financial Analyst | June 2015 to Apr 2016**

- Responsible for Preparing and organizing the data required for writing reports on marketers' performance and pension industry analysis to aid senior management's review of marketer's performance, business environment and Crusader Sterling Pension company's competitive position.
- Liaised with the investment management unit in unveiling investment rationale, and prepared deal tickets for financial instruments namely: FGN, Treasury bills, bonds, money market and private equity Instruments in respect of RSA fund, RETIREES fund, and other Legacy funds.
- Participated in the company's reconciliation of accounts and preparation for external financial and tax audits.
- Ensured timely Processing of applications on NSITF, AVC, loss of job, programmed withdrawal and death benefits.
- Prepared retirees/pensioners' payment schedules and reports which formed the basis of the company's advice to Pension Fund Custodians ("PFC").

**Achievements:**

- Founded a Financial Literacy blog (**Gemanalyst.com**) during my mandatory service year (NYSC).
- Recognized for my outstanding performance in the Financial Control Unit and subsequently moved to Benefit Administration and Payment unit to take up full time equivalent role as a Corper.

**SKILLS, ACTIVITIES & INTERESTS**

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**Technical Skills:** Proficient in the use of Microsoft Office Tools.

**Business Skills:** Possesses sound business analysis skill as well as accounting, problem solving and communication skills.

**Languages:** Fluent in English Language and Yoruba Language.

**Interests:** Reading, Researching, Programming and Photography.