Dweet

Ladi Dairo

Business Development Consultant

London, UK

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Languages

English

About

Over 14 years' experience within wealth, investment and asset management, working for top international banking corporations in varied disciplines across Europe, America, Africa and the Middle East. I have built valuable and strong professional relationships with key and influential stakeholders by valuing confidentiality, building trust and adding value. I am articulate in my delivery, determined in my approach and consistently reliable. I have developed excellent presentation skills that have proven valuable in converting prospects and client onboarding. I have learnt to identify opportunities in the market and convert raw data into useful information. I am highly motivated and enjoy taking on challenges. I have excellent interpersonal and interactive skills such that I can adapt to individual client's circumstances, needs and personalities. I am able to adapt myself easily to varying scenarios and use my initiative to come up with practical solutions to challenging situations.

BRANDS WORKED WITH

ARM Investment Managers | Chartercross Capital Management | deVere Group | Goldman Sachs (UK) | Gulf International Bank UK | Meridian Hill (EMEA, UK) | Standard Bank UK

Experience

Managing Consultant

Meridian Hill (EMEA, UK) | Mar 2019 - Now

Key Achievements

• Meridian Hill Financial Consultancy & Wealth Management is a specialist in the provision of offshore financial products and services specifically to clients in major emerging markets.
• Established long-term partnerships with major Life companies in the offshore regions.
• Designed a bespoke investment platform.
Key Responsibilities
• Worked as a private consultant to Family Offices, HNW individuals and SMEs.
• Created a suite of products on an investment bespoke platform used by clients.
• Acted as the primary distributor for specialised offshore property bonds within and outside the platform.
• Undertook financial planning to facilitate mid- to long-term financial goals of clients.
• In partnership with Life companies, created offshore portfolio bonds and regular savings plans (RSP) which were distributed to client portfolios.

Business Development Manager

Chartercross Capital Management | Aug 2018 - Mar 2019

Key Achievements

• Increased the company's client base.

Key Responsibilities
• Tasked with sourcing HNW clients, SMEs and corporate clients.
• Developed an in-depth understanding of the company's product offering.
• Responsible for managing the discretionary and non-discretionary client pool.
• Delivered informative presentations which gained the interest and trust of clients and led to the forging of good long-term relationships.
• Took the initiative to identify companies and start-ups that required capital injection which led to Chartercross owning stakes in their eventual profitability.

• Worked with clients to select investment products that best suited their individual or corporate risk profile.

Relationship Manager

ARM Investment Managers | Jan 2015 - Mar 2018

Key Achievements

• Introduced Life Bonds to the organisation which was added to their product range.
• Added offshore offerings to their existing equity, fixed income and RSP investment range.
• Project managed the development of the company's online client investment platform.
Key Responsibilities
• Managed investment portfolios for global HNW individuals, SMEs and corporate clients.
• Worked in detail with lead generators on new prospect onboarding.
• Sold fixed income, equities, FX, derivatives, mutual funds, offshore trusts, structured products and international property and property bonds.
• Responsible for generating business leads through existing client referrals, active social and online networking and utilising the ARM database.
• Cross sold products according to individual risk profile and preferences.
• Responsible for introducing new streams of business that focused on offshore investment sector by utilising existing relationship with Life Partners in offshore regions.
• Attended various global investment conferences and Family Office events to represent and deliver presentations on behalf of the ARM.
• Grew and nurtured client relationships with the objective of creating long-term value, both for the client and sales statistics.

Wealth Manager

deVere Group | Jan 2013 - Jan 2015

Key Achievements

• Attainment of sales targets of $50k minimum per client.
• Best quarterly achievement of $1.2m inflow.
• Actively managed a portfolio of over 250 clients.

Key Responsibilities
• Delivered training to account Executives and Wealth Mangers new to the firm.
• Managed a team of co-ordinators and account executives.
• Achieved a minimum of 50% increase in listed client portfolio value year-on-year.
• Worked as an international broker for non-resident HNW clients and SMEs brokering products such as portfolio bonds, equity RSPs, real estate and high-value property holdings.
• Managed the professional relationship and interaction with clients and prospects gaining their trust which lead to increased sales.
• Took part in prospecting and onboarding of new clients. Conducted introductory offshore wealth product presentations to prospects leading to new account set-ups.
• Delivered presentations to existing clients on industry innovations and offshore investment products that increased their portfolio size.
• Was responsible for investment portfolio management and therefore provided recommendations for inclusion into client portfolios.
• Achieved client account optimisation ensuring portfolios are achieving their maximum potential return on investments.
• Informed on asset types such as mutual funds, structured notes, portfolio bonds & QROPS (Qualified Recognised Overseas Pension Schemes).
• Kept abreast of evolving sales and market trends and provided analysis.

Securities Operations Analyst

Gulf International Bank UK | May 2011 - Dec 2012

Key Achievements

• Managed accounts for Middle Eastern UHNW clients, investment banks, blue-chip companies, hedge funds and private equity funds

Key Responsibilities
• Processed Corporate Action equity events and fixed income asset types such as bonds, derivatives, instruments, etc.
• Sat on the Custodian & Prime Brokerage network team for global Equity & Bond instruments.
• Processed elective & non-elective events.
• Processed income events (i.e. dividends & coupons).
• Investigated and undertook the clearance of stock & cash exceptions.
• Examined various parameters within trades such as custody position in relation to client instructions prior to settlement.
• Ensured no breaks or exceptions on custody accounts post settlement.
• Maintained static data within all listed systems.
• Utilised Dimension, CAMS, Corona Cash & Stock, SWIFT, Euroclear and Bloomberg systems.

Custody Trader

Standard Bank UK | Oct 2009 - Mar 2011

Key Achievements

• Settled trades on custody accounts for major international investment banks, hedge funds and private equity funds.
Key Responsibilities
• Placed and instructed trades for Euro and Sub-Sahara Securities for Client Custody accounts.
• Analysed client ctock position for the purpose hedging position for maximum income generation.
• Keeping to Client Money regulations so as to keep with national regulatory legal guidelines.
• Reconciliation of the physical safe and the processing of client trades.
• Processed all corporate actions events including mandatory and voluntary.
• Covered all broadcasting and event creation, announcing of events and kept the client informed in an Account Executive capacity.
• Liaised with brokers and agents in the Emerging Euro and Sub-Sahara region (Ukraine, Russia, Nigeria, Ghana, Zimbabwe, Zambia, Kenya, etc.) on a daily basis to facilitate trades and positioning funds.
• Utilised Calypso, SWIFT, Euroclear, Bloomberg, Globus, Intellimatch and the Murex trading platforms in support of functions and responsibilities.
• Researched all activity from CAM system and investigated unexpected events or breaks.

Proxy Voting Analyst

Goldman Sachs (UK) | Apr 2007 - Sep 2009

• Worked as a Corporate Actions Analyst, KYC & Client Due Diligence Analyst within Securities Operations.
• Processed equities, fixed income and derivatives across various global markets, with a focus on EMEA & North America.
• Systems used: CREST, Bloomberg and Goldman Sachs CRM System.

Education & Training

2010 - 2012 **Royal Holloway, University of London**

Master of Science,

2013 **Chartered Institute of Securities & Investments (CISI)**

Certificate in Securities and Investment,,

1999 - 2003 **London Guildhall University**

Bachelor of Business,

1997 - 1999 **Goldsmiths, University of London**

A Level in Social Welfare, Economics, Psychology & History,,