

Banke Olukanmi

11B Chemin de L'Ecu Chatelaine. 1219. Geneva, Switzerland
Email: b.olukanmi@gmail.com; Phone Number : +41766353219

Professional Experience

LGT Impact Fellowship

Partnerships Fellow, mothers2mothers

July 2023 – Date

- Support the Global Resource Mobilization team to identify leads and fundraising opportunities across all revenue streams (trusts and foundations, bi/multi-laterals, corporates, and governments)
- Work closely with Country Leads to support in building partnerships and generating proposals in-country.
- Research new grant funding opportunities in line with country and technical priorities, industry trends, and networking events.
- Design and develop in-country donor specific programs with the programs and technical support teams to ensure alignment with donor funding objectives.
- Update and maintain database of potential donors.

Babban Gona Farmer Services Limited

Principal, Corporate Finance and Investor Relations

January 2023 – June 2023

- Involved in raising over \$80million in debt and grant funding from, development financial institutions, international foundations, social impact and private sector companies to support the Company's goal of supporting 1 million smallholder farmers in Nigeria by 2025. My key roles involved;
 - Participating in strategic planning with senior management to set financial goals, as well as the Company's strategic priorities.
 - Building and maintaining a strategic network of internal and external stakeholder relationships
 - End-to-end management of all grant activities including; grant proposal writing, budget preparation, agreement review and negotiations, project implementation, monitoring & evaluation and preparation of all reports to funding and donor partners.
 - Leading the end-to-end process or organising and managing capital raising processes from deal origination to deal structuring and deal monitoring including all due diligence activities.
 - Preparation of fundraising documentation, organizing and coordinating of all donor and investor related activities and events, including investor forums.
 - Monitoring of all investment repayment and reporting schedules to ensure that the company does not default on any of its financial obligations relating to payments and financial covenants.
 - Leading a team of associates and analysts to ensure up-to date reporting to all investors and funding partners

Senior Associate, Corporate Finance and Investor Relations

August 2021 – December 2022

- Led senior debt funding activities including; deal origination, loan structuring including term sheet negotiations, legal agreement reviews, and disbursement processes.
- Monitored all investment repayment schedules to ensure that the company does not default on any of its financial obligations.
- Led a team of analysts to ensure up-to date reporting to all investors and funding partners.
- Prepared fundraising documentation, organized and coordinated all investor due diligence activities and investor events.
- Built and maintained a strategic network of internal and external stakeholder relationships
- End-to-end management of all grant activities including; grant proposal writing, budget preparation, project implementation, monitoring & evaluation and preparation of all reports to funding partners.

Associate, Corporate Finance and Investor Relations

February 2019 – July 2021

- Developed a thorough understanding of investors investments and activities in order to competently represent the firm and report to investors.
- Effectively articulated the investment philosophy and strategy to potential and existing investors.
- Supported team lead with end-to-end process of organising and managing capital raising processes.
- Supported team lead to identify potential investors and develop relationships for capital raising
- Prepared marketing and due diligence materials, organisation of investor roadshows and other stakeholder meetings.
- Led deal monitoring and reporting activities for annual and interim reporting to meet investor deadlines.

Mixta Africa S.A

Analyst, Corporate Strategy

March 2017 – February 2019

- I worked in close capacity with senior management to execute on all company-wide strategic initiatives including fund-raising and company expansion initiatives. My key accomplishments in this role include;
 - Working with the team that drafted a social and affordable housing policy document for the Federal Government of Nigeria. I was also part of the team who presented this document to the Federal Executive Council at the State House in Abuja.
 - Bridging the communications gap across all the business subsidiaries by initiating the development and execution of a quarterly update reports where important details pertaining to all subsidiaries and the headquarters was shared with the entire group.

FBN Capital Limited

Investment Banking Analyst, Financial Advisory

April 2015 to March 2017

- Carried out detailed analysis on companies, performed financial modelling and valuations, prepared pitch books, and assisted with managing all stakeholder relationships on transactions
- Researched and provided inputs for the preparation of IM documents and valuation reports.
- Managed data rooms and investor due diligence requests
- Coordinated management presentation sessions and managed all clients relationships

Eczellon Capital Limited

Investment Banking Analyst

July 2014 to April 2015

- Part of the team that identified and proposed an alternative business line to increase revenue lines and ensure business liquidity which was subsequently implemented saw an increase in revenue of 3% in the first quarter of 2015
- Building financial models, and preparing all other investment documentation to aid investment decisions of potential lenders and investors
- Responsible for project progress documentation and schedule updates.

Education Qualifications

M.Sc: Investment and Finance, 2012 University of Strathclyde - Glasgow

Investment and Finance (Merit)

B.Sc. Hons: Economics, 2011 University of Hull – UK

Economics (1st Class)