



# Samuel Kwofie

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📍 Dubai

## PERSONAL SUMMARY

A seasoned business executive recognized for spearheading dramatic revenue performance with robust customer acquisition strategies. Leverages over 15 years of banking experience and top-notch relationship-building abilities to connect with customers and build lasting partnerships.

## SKILLS

Sales leadership and training  
Investment marketing  
Communication skills  
Networking  
Treasury Operations  
Risk Management  
Performance Management  
Banking Operations

Relationship Management  
Financial Analysis  
Negotiations & Presentation skill  
Key Account Management  
SWIFT messages  
Credit  
Excel, Word and financial software proficiency

## CAREER HISTORY

### **Regional Account Manager, Corporate Banking**

Ecobank Ghana Limited

May 2017 - Sept 2024

Accra, Ghana

- Managed a team of local account managers to cross sell bank products to regional corporate accounts which increased bank revenue by over USD23.0 million over 4 years.
- Developed and implemented a comprehensive business development strategy to increase share of wallet of regional corporate business for the bank.
- Negotiated partnerships deals with international and local organizations such as USAID, IMO and other NGOs to increase deposit share of funds for the bank.
- Implemented programs to cross sell bank products to customers
- Established and maintained close relationships with FIs and IOs clients to ensure successful collaborations.
- Identified potential investments opportunities for clients according to their individual needs.

### **Senior Credit Risk Analyst - Corporate Banking**

Ecobank Ghana Limited

April 2011 - May 2017

Accra, Ghana

- Demonstrated expertise in analyzing market trends, effectively identifying investment opportunities while also addressing any potential performance issues.

- Led identification, appraisal, structuring and negotiation of corporate business proposals to ensure sound investment decisions and achieve revenue targets.
- Evaluated fundamental aspects of business environment for projects or portfolio companies, including competitive strengths and weaknesses, non-financial issues, and risk/reward factors.
- Reviewed and analyzed financial and operating performance of corporate clients, preparing risk ratings along with management reports, briefs, and project profiles for Credit Committee Board
- Implemented risk management measures to maintain the performance of investment portfolio.
- Utilized expertise in the project/ portfolio lifecycle to successfully identify and achieve critical path milestones while ensuring tasks were completed in a timely manner with high quality standards.
- Handled disbursement, waivers, and complex client interactions including the restructuring of loan facilities.

#### **Deputy Head - Trade Finance Services Department**

Ecobank Ghana Limited

Feb 2009 - April 2011

Accra, Ghana

- Assisted customers with complex trade finance problems by offering valuable technical guidance.
- Maintained strict adherence to established Policies and Procedures for International Trade Finance Operations in the bank.
- Reviewed and structured Letters of Credit (LCs), Guarantees and other trade payment instruments in accordance with the applicable guidelines such as UCP 600 and ISBP guidelines.
- Supervised delivery of Trade Finance solutions to bank clients in a timely manner.
- Implemented and updated control measures, resulting in a notable reduction of operational risks.
- Supervised and implemented remedial actions to address all audit issues in the department.
- Provided guidance and instruction to enhance knowledge of International Trade Finance Operations to front - end staff.

## **EDUCATION**

### **A. PROFESSIONAL**

Member of CFA

**Certificate in Investment Performance Measurement (CIPM) from CFA Institute, USA**  
**CFA Level II - Passed**

### **B. ACADEMIC**

Sept, 2004 - Dec, 2005

**MSc. Management with Finance**

University of Bath, U.K

Sept, 1998 - Nov, 2001

**B. Ed (Social Studies) Hons.**

University of Cape Coast, Ghana