

Simone Akinde

SimoneAkinde@yahoo.com

(612)986-5856

<https://www.linkedin.com/in/simone-akinde-ba757b101/>

Summary

Dynamic Collateral Analyst adept at market research, financial modeling, and strategy development. Highly skilled in driving business growth through innovative marketing campaigns and investment portfolios. Eager to contribute extensive financial and analytical acumen to a forward-thinking financial institution.

Professional Experience

Collateral Analyst | Bremer Bank, Lake Elmo, MN

July 2022 - September 2023

- **Business Growth:** Pioneered marketing strategies that accelerated client engagement by 20%.
- **Team Collaboration:** Partnered with cross-functional teams to execute high-impact marketing campaigns focused on M&A and financial advisory services.
- **Data-Driven Investment:** Employed market analytics to pinpoint lucrative investment opportunities, significantly growing the investment portfolio.
- **Client Communication:** Created compelling investment proposals that demystified complex financial data for clients.
- **Risk Management:** Employed sophisticated financial models to provide actionable risk/return assessments for client investments.

Personal Loan Specialist | OneMain Financial, Saint Louis Park, MN

October 2021 - July 2022

- **Customer Acquisition:** Implemented targeted promotional tactics that led to a 15% uptick in loan applications.
- **Strategic Marketing:** Orchestrated consumer-centric campaigns in collaboration with the marketing team.
- **Client Education:** Advised customers on tailored financial solutions, aligning loan products with individual needs.
- **Client Retention:** Executed follow-up strategies to upsell and cross-sell various financial services.

Real Estate Sales Agent | Edina Realty, Minneapolis, MN

June 2020 - August 2021

- **Client Outreach:** Proactively prospected and engaged potential clients.
- **Negotiation:** Acted as a key representative for clients in real estate negotiations.
- **Market Exposure:** Managed property listings and utilized strategic marketing to boost visibility.
- **First-Time Buyer Consulting:** Guided new buyers through each phase of the purchase process.
- **Contract Management:** Reviewed legal aspects of real estate transactions to ensure compliance.

Call Center Agent (Contract) | Willis Towers Watson, Bloomington, MN

September 2019 - February 2020

- Client Relations: Assisted Relationship Managers in client issue resolution and service enhancement.
- Administrative Support: Delivered exemplary customer service for health, welfare, and pension plans.
- Conflict Resolution: Expertly deescalated customer complaints and facilitated issue resolution.

Skills

- Investment Analysis
- Financial Modeling
- Data-Driven Marketing
- Market Research
- Risk Assessment
- Client Relationship Management
- Presentation Skills
- Microsoft Office 365 & Teams

Certifications & Licenses

- Real Estate License
- Certified Bookkeeper
- Insurance Producer License

Education

Pursuing Bachelor's Degree in Business Management

Saint Cloud State University, Minneapolis, MN

December 2017 - Present

Feel free to reach out for references or additional information. Thank you for considering my application.

Best regards,
Simone Akinde