

Olushola Olatunde

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SUMMARY

I am a real estate professional with more than seven (7) years industry experience. I have experience founding and running a boutique real estate consultancy, leading teams at a mid-size real estate practice and working at the biggest commercial bank in Nigeria.

EDUCATION

- **Bachelor of Technology, Real Estate Management.** 2004 - 2009
Federal University of Technology, Akure, Ondo State, Nigeria
- **Master of Science in Real Estate, (MSRE)** 2022 - 2024
University of Washington, Seattle.

PROFESSIONAL HISTORY

Grace Laureate Consult (Boutique Real Estate Consultancy), Ikeja, Lagos

Founder/Principal Partner

11/2015 – 12/2020

- Led a team of 2 partners, 2 full-time employees and 14 ad hoc staff.
- Introduced a niche marketing and referral-based strategies for residential land product that recorded 30% sales from 1,500 retail enquiries.
- Led corporate consultancy due diligence and verification practice with retainership from three (3) corporate clients. This practice saved our clients over \$2 million that could have been lost to property fraud.
- Led property management practice with 5 properties under management.
- Led negotiation on several client transactions

De-Jofas Limited, Ikeja, Lagos, Nigeria

Manager

01/2014- 10/2015

- Led a team of 9 fulltime and 23 ad hoc staff focused on real estate sales and transaction due diligence.
- Introduced a weekly support session where team members state their goals for the week and the kind of support they would need from colleagues and the company to help them achieve stated objectives. This led to greater team coordination, better tactical coherence and boosted team morale.
- Led a private residential development effort that recorded 60% subscription within its first 6 months days with more than \$2.5M financial commitment.
- Introduced the use of a "Limited time offer" strategy to shorten lead conversion time and boost sales.

Happy Baby Sale, Lagos, Nigeria

Founder

06/2011 – 03/2020

- Conceptualized the introduction of value fashion items targeted at children between the ages of 2 and 8.
- Managed the total value chain.

Zenith Bank Plc, Lagos, Nigeria

Banking Operations Intern

04/2010 – 03/2011

- Part of the team responsible for customer experience management within the banking hall in line with brand promises and management objectives.
- Responsible for customer follow up and customer transaction resolution.
- Conducted transaction audits and reporting.

Wemi Shadda & Associates, Lagos, Nigeria

Management Intern

04/2008 – 11/2008

- Coordinated human and material resources on a \$2.5M commercial real estate development.
- Conducted client briefing and provided actionable periodic insights and updates.
- Led sourcing, due diligence, onboarding and periodic assessment of vendors and consultants on commercial real estate developments.

Volunteer Experience

- Teacher, Seeds, Children ministry of The Elevation Church Lagos, Nigeria 09/2016 – 12/2020
- Teacher, Kalos Children’s Church, Bellevue, WA 07/2021 to date