

Olushola Olatunde

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SUMMARY

I am a real estate professional with more than seven 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 a leading commercial bank operating in Africa, Europe and Asia.

EDUCATION:

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

PROFESSIONAL EXPERIENCE:

Grace Laureate Consult – a boutique real estate consultancy serving corporate and retail clients. Lagos, Nigeria
11/2015 – 12/2020
Founder/Principal Partner

- Exercised functional responsibility for property management, due diligence consultancy, and property sales business verticals which led to 100%+ annual company revenue growth.
- Led transaction due diligence and verification practice with retainership from 3+ corporate clients. This practice saved our clients over \$2 million that could have been lost to property fraud.
- Led a team of 2 full-time and 14 ad hoc staff that gather, maintain and analyse impactful transaction and market level data to assess current and future risk to support client strategy development and deployment.
- Initiated a referral strategy targeting women and young families for residential land product. This strategy led to 26.3% customer conversion rate from 1,500 retail enquiries in 3 years.

De-Jofas Limited - a mid-size real estate company. Lagos, Nigeria
01/2014 - 10/2015
General Manager

- Led a team of 9 fulltime and 23 ad hoc staff to deliver end to end land acquisition, management and sales which increased company portfolio value by 405% and increased company sales by 340%.
- Introduced a weekly support session where team members state their goals for the week and support needs. This led to greater team coordination, better tactical coherence, and boosted team morale.
- Led a private residential project sales strategy development and implementation that recorded 60% subscription (\$3M+) within its first three months.
- Introduced real-time market research as a value-added service to support the customer's decision journey which led to improved customer engagement and shorten sales conversion lead time from 22 days to 8 days.

Zenith Bank Plc - a leading commercial bank operating in Africa, Europe and Asia. Lagos, Nigeria
04/2010 – 03/2011
Banking Operations Intern

- Identified and resolved 31 erroneous transactions through daily transaction audit and reporting which saved the bank \$100,000+ in financial losses.
- Collaborated with operations leadership to deliver satisfactory customer experience across payment channels in line with brand promises and leadership objectives.
- Collaborated with cross-functional operations teams to manage transaction dispute investigation, resolution and redress process.

Wemi Shadda & Associates – a small-size property development company. Lagos, Nigeria
04/2008 – 11/2008
Management Intern

- Managed project budgeting process, spend approval, disbursement and reporting on a \$2.5M commercial real estate development.
- Conducted site inspection, and provided actionable periodic insights and updates to support project timelines, prompt issues detection and resolution. This helped company projects stay on plan.
- Led sourcing, due diligence, onboarding and periodic assessment of vendors and consultants on 2 commercial real estate projects.