

PROFILE



MR. OGUNLADE, OLUDARE, HCIB **POSITION: OTHER ELECTIVE POSITIONS OF THE GOVERNING COUNCIL**

Oludare Ogunlade is an accomplished Executive with over 25 years' experience in creating and implementing strategic IT solutions across verticals, including Oil & Gas, Telecommunications, Retail, and Financial Services. He specializes in developing and executing sales strategies with a focus on selling to C-Suite executives. He has a history of leading high performing global teams of world class engineers and executives and has demonstrated the ability to formulate advanced technology solutions that meet business needs.

He has gained 9 years of experience working with Cisco Systems, plus 9 years working for subsidiaries of Telnet Nigeria Limited, and four years' experience leading Oracle Cloud Applications cluster. He thrives in dynamic environments requiring a strong analytic, quantitative, strategic, and operational focus and has a proven record of effectively leading successful sales teams across Middle East and Africa to achieve organizational objectives.

He is skilled in complex, high technology consultative solution sales environments, working across a variety of customer segments including enterprise, service provider, small to medium businesses and consumer given leadership roles in projects involving manufacturers and channel partners. He possesses an outstanding reputation for cultivating partnerships between vendors, partners, and customers. He is an excellent communicator with strong interpersonal skills and a proven track record of facilitating innovation. He is a self-starter accustomed to high pressure environments and meeting deliverables on time and within budget.

He currently works with Oracle Corporation as the Regional Sales Director for English West Africa where he is responsible for the Applications business in Nigeria, Ghana and Ivory Coast, and executes a country wide vision and strategy that delivers transformational value to Oracle customers and partners.

Oludare holds a bachelor's degree in Electrical Engineering from the University of Lagos, a

Master's degree in Business Administration (MBA) from the Pan Atlantic University (Lagos Business School).

In addition to being an Honorary Senior Member of the Chartered Institute of Bankers Nigeria, he is affiliated with a few esteemed professional bodies, including being a Member of the Nigeria Society of Engineers (MNSE), Member of Institute of Directors (MIOD) and Member of Society for Corporate Governance Nigeria.

He also serves as an advisory board member of The Learning Place School (an inclusive learning environment for typical children and children with special educational needs).

As part of his ongoing contributions to the Institute, Oludare participated in a Generation Next forum in April 2023 where an event was organized which was targeted at young millennials in the banking sector and the younger generation of bankers; seasoned speakers were invited to share with them regarding what the future of banking will be.

Some of his interests include Agriculture, Education and Good Governance. He is a firm believer in driving public private partnerships in transforming the country. Oludare is married and blessed with children.