



Yetunde Bolanle Oni

Yetunde is a seasoned emerging market Banker with over 29 years of originating client solutions, managing relationships, teams and grooming talent. She began her career in 1991 in the Treasury Department of Prime Merchant Limited Nigeria. She was responsible for mobilising client deposits, trading money market instruments and liaising with the Central Bank on operational concerns. In 1994, Yetunde joined Ecobank Nigeria where she originated credit facilities extended to multinationals and top local corporates in manufacturing, trading, beverages and pharmaceutical sectors.

Yetunde was recruited by Standard Chartered in 2005 as a Senior Relationship Manager/Area Manager. She built up a new client portfolio thus solidifying the franchise in its early days in Nigeria. Consequently, by 2010 she was promoted to Head the Local Corporates and Commodity Traders Team in Nigeria. Key achievements in this role include a 50% growth in client revenues, a 100% growth in offshore revenues, a growth in the asset book from USD600mn to USD1.2bn and an improvement in the Liability to Asset Ratio from 7% to 30%.

In 2014, Yetunde was appointed Managing Director and Head of the new Commercial Banking Division in Nigeria, a role she holds till date. Under her leadership, the team has achieved consistent revenue growth in a risk-controlled environment whilst maintaining cost budgets. This has supported the improvement in operating profit from a loss position of USD27.5m in 2016 to the current profit levels and moved over 30% of previously nonperforming accounts to the good books.

A tenacious leader focused on driving disciplined execution and a track record of navigating complicated and often conflicting business decisions, Yetunde is passionate about growth and personal development. She holds a bachelor's degree in economics from the University of Ibadan Nigeria, an MBA from Bangor University and has attended several local & international leadership courses including those led by INSEAD and Oxford business schools. She is an active Associate member of WIMBIZ (Women in Management, Business and Public Sector) and an Honorary Member of Chartered Institute of Bankers Nigeria.

She is happily married with three grown children and is currently navigating life as an empty nester. She enjoys mentoring especially women and pioneered the Commercial Banking Women's Group.