

Contact

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Top Skills

Business Strategy

Negotiation

Valuation

Languages

English (Professional Working)

Yoruba (Native or Bilingual)

Certifications

MRICS

FICA

M.IoD

FCIA

Babajide 'Bosun Okusaga

MRICS,M.IoD.

An Experienced Chartered Surveyor & Investment Adviser | Founder | Non - Executive Director: I help my clients create, increase, preserve and protect their wealth through Real Estate and the Capital Market.

Summary

I am a Chartered Surveyor & Investment Adviser with over 20 years of experience in real estate, investment, and financial services. I began my career with Digare Bureau De Change Limited in 1998 in the Business Development Department.

After that I have since worked in various organizations in the financial service sector such as Livingstone Insurance Brokers Limited, Livbro Investment Limited, BOT Capital Leasing Limited, FBN Mortgages Limited, Enterprise Leasing & Investment Limited before being appointed as the Managing Director/CEO MP Moland Property Limited. I then moved to Beachway Homes Limited as Group Head, Business Development then became a Partner at Babajide Okusaga & Company.

I set up and ran Boctrust Microfinance Bank for 2 years and 2 months before my present position as Managing Partner, Babajide Okusaga & Company & Managing Director, Boctrust Capital Limited. I sit on the board of Boctrust Leasing Limited, Boctrust Property & Investment Limited, and Hope International Cooperative Society.

I am an alumnus of University of Ibadan and Lagos Business School, Pan - Atlantic University. I am also a member of the Royal Institution of Chartered Surveyors, Nigerian Institute of Estate Surveyors and Valuers, Institute of Directors, Nigeria, Equipment Leasing Association of Nigeria, Chartered Institute of Bankers, Nigeria, Chartered Institute of Stockbrokers, a fellow of the Certified Institute of Auctioneers, Nigeria, and Institute of Credit Administration.

I have attended various training, courses, and seminars in insurance, property development, investment & finance, credit analysis, Equipment leasing, microfinance, relationship management, executive management, and cooperative management.

Experience

Boctrust Capital Limited

Managing Director

April 2025 - Present (5 months)

6th Floor, 77, Awolowo Road, S.W.Ikoyi, Lagos

- Development of the company's strategic objectives and policies;
- Monitor and evaluate progress towards achieving the objectives and policies;
- Oversee the selection and management of senior management staff
- Provide professional advice to the business to ensure shareholders get value for their investment

Babajide Okusaga & Company (Chartered Surveyors & Real Estate Consultants)

Managing Partner

August 2018 - Present (6 years 3 months)

2nd Floor, 202 Awolowo, Ikoyi Lagos, Nigeria

- Working with the executive committee to set organizational strategies and goals
- Implementing organizational policies and procedures
- Communicating and collaborating with stakeholders, including executives and employees
- Monitoring day-to-day business operations
- Reviewing financial activities, including accounting tasks, budgets, financial statements and reports
- Overseeing hiring and firing activities, along with payments and evaluations
Ensuring the business complies with relevant laws and regulations
Assessing organizational and personnel performance, implementing changes as needed for improvements
- Responsible for the daily business operations of the company.
- Maintain appropriate, reliable and confidential business relations with members, realtors, vendors and all direct and non-direct reporting staff.
- Provide supervision, direction and coaching to assigned staff.
- Execute quarterly mortgage mystery shops.
- Ensure that customers with inquiries, information requests and complaints are handled efficiently.
- Develop and communicate standard operating procedures for the company.
- Responsible for all training/licensing requirements.

Boctrust Microfinance Bank

Founder & Pioneer CEO

June 2016 - July 2018 (2 years 2 months)

1st Floor 26, Moloney Street, Onikan Lagos

- Collaborate with Board members and Management team to successfully implement a five-year growth plan for savings, loans and other financial services.
- Accountable to the Board and shareholders for the overall performance of the company and for the day to day running and management of the company's business, under delegated authority from the Board;
- Lead and oversee the implementation of the company's long term and short plans in accordance with its strategies;
- Develop and present the strategic and annual business plans for the long term future of the organization to the Board for approval;
- Continuously expand knowledge of the organization's market and improve the sales methodology, product offerings, delivery channels and banking procedures.
- Report to the Board on progress against the strategic and annual business plans on a regular basis;
- Ensure that the company is appropriately organized and staffed and to have authority to hire and terminate staff as necessary to enable it to achieve the approved strategy;
- Ensure that the company has appropriate systems / processes to enable it to conduct its activities both lawfully and ethically;
- Ensure that the company maintains high standards of corporate citizenship and social responsibility wherever it does business;
- Manage the day-to-day operations of the company as well as responsible for all day-to-day management decisions;
- Manage, motivate, mentor, develop and lead members of the Management Team;
- Manage resources efficiently and effectively to achieve the company's objectives;
- To ensure that expenditures of the company are within the authorized annual budget of the company;
- To act as a direct liaison between the management and the Board of the Company and communicates freely to Board on behalf of management;
- Chair Management Team meetings;

Babajide Okusaga & Company (Chartered Surveyors & Real Estate Consultants)

Partner

June 2013 - July 2016 (3 years 2 months)

Ground floor 32 Lawson Street Onikan Lagos, Nigeria

- Maintaining positive client relationships and driving new acquisitions.
- Developing and implementing organizational goals, procedures, and policies.
- Consulting and cooperating with other partners, and employees.
- Managing, monitoring, and reviewing business operations.
- Identifying improvement gaps and implementing corrective measures.
- Reviewing and overseeing all financial activities, performance, and documentation.
- Overseeing hiring activities and approving contracts

Beachway Homes Limited

Group Head, Business Development

November 2012 - April 2013 (6 months)

7h Grace Anjous Drive Lekki Phase 1 Lagos, Nigeria

- Provide direction for real estate development and property management business units
- Identify and develop alternative market opportunities for the business unit within the real estate development sector
- Articulate operational and business strategies for the business unit towards ensuring acquisition and maintenance of significant market share and effective exploitation of market opportunities as they arise
- Develop sound criteria for the identification and evaluation of specific real estate development opportunities and make appropriate recommendations to executive management
- Development of strategically significant partnerships with complimentary organizations and individuals within the real estate development sector
- Creating and maintaining an effective marketing network for the different business units
- Maintaining and expanding the business units existing customer base
- Articulating and ensuring the effective implementation of customer responsive sales and building delivery process from initial marketing to building handover
- Liaise with subscribers to housing units when required and ensure effective client management s required during construction phase
- Review the project plan prepared for each project and monitor to completion
- Preparation and presentation of quarterly reports to executive management
- Any other relevant duties that may be required

MP Moland Property Limited

Co-Founder/Managing Director & CEO

April 2008 - October 2012 (4 years 7 months)

12th floor Western House Board Street Lagos, Nigeria

- Responsible for the daily business operations of the company.
- Maintain appropriate, reliable and confidential business relations with members, realtors, vendors and all direct and non-direct reporting staff.
- Provide supervision, direction and coaching to assigned staff.
- Execute quarterly mortgage mystery shops.
- Ensure that customers with inquiries, information requests and complaints are handled efficiently.
- Develop and communicate standard operating procedures for the company.
- Responsible for all training/licensing requirements.
- Attend seminars in mortgage banking to assist in personal growth within the industry and with the company.

Enterprise Leasing & Investment Limited

Head, Leasing

November 2007 - March 2008 (5 months)

38-39 Marina Road Lagos, Nigeria

- Customer Relationship Management
- Management of Risk Assets Portfolio
- Review and Recommend of credit Proposals
- Recommending of Credit Appraisal Memo for Management approval
- Analysis of Risk factors in Loan & Advances
- Marketing of Leasing and Investment products
- Preparation of CBN monthly returns on Loan and Advances
- Preparation of profitability report of the Department
- Preparation of project cash flow
- Daily/ Monthly monitoring of booked credit/Lease facilities

FBN Mortgages Limited

Project/Mortgage Operations

April 2007 - October 2007 (7 months)

124 Awolowo Road Ikoyi Lagos, Nigeria

- Customer Relationship Management
- Management of Risk Assets Portfolio
- Review of credit Proposals
- Management of Estate Project Finance
- Preparation of Credit Appraisal Memo for Management approval
- Analysis of Risk factors in Loan & Advances
- Marketing of retail Banking products

- Preparation of CBN monthly returns on Loan and Advances
- Preparation of profitability report of a project
- Preparation of project cash flow
- Daily/ Monthly monitoring of booked credit facilities

BOT Capital Leasing Limited

Head, Business Development

March 2007 - April 2007 (2 months)

Ikorodu Road Lagos, Nigeria

- Business and Project Development
- Planning and Organizing Marketing Strategies
- Credit Risk Assessment and Appraisal
- Customer Servicing and Management
- Valuation Supervision
- Underwriting Credit Insurance
- Funds Mobilization
- Treasury Management and Investment Analysis

Livbro Investment Limited

Chief Operating Officer

February 2006 - February 2007 (1 year 1 month)

17 Sylvia Crescent Anthony Lagos, Nigeria

- Business and Project Development
- Planning and Organizing Marketing Strategies
- Credit Risk Assessment and Appraisal
- Customer Servicing and Management
- Valuation Supervision
- Underwriting Credit Insurance
- Funds Mobilization
- Treasury Management and Investment Analysis

Livingstone Insurance Brokers Limited

2 years 9 months

Head, Real Estate & Financial Services

January 2005 - January 2006 (1 year 1 month)

17 Sylvia Crescent Anthony Lagos, Nigeria

- Business and Project Development
- Planning and Organizing Marketing Strategies
- Credit Risk Assessment and Appraisal
- Customer Servicing and Management
- Valuation Supervision
- Underwriting Credit Insurance

- Funds Mobilization
- Treasury Management and Investment Analysis

Marketing & Client Services

May 2003 - January 2006 (2 years 9 months)

Lagos, Nigeria

- Business and Product Development
- Management of Corporate and Government Insurance Portfolio
- Monitoring and Servicing of Existing Clients and New Business
- Brokerage of Leasing and Mortgage Transactions
- Planning and Organizing Marketing Strategies
- Financial Advisory

Education

Lead City University

Masters in Property Development, Estate Management · (February 2024 - August 2025)

Lagos Business School, Pan-Atlantic University

Owner Manager Programme , Business Administration and Management, General · (2014 - 2014)

Strathmore Business School (SBS)

Owner Manager Programme , Business Administration and Management, General · (2014 - 2014)

University of Ibadan

Bachelor's degree · (1998 - 2004)

1997 – Awaiting University Admission

Adeola Odutola College

SSCE, Social Sciences · (1991 - 1996)