

# ESV ADEBAYO OLANREWaju FASUSI, ANIVS

**B.Sc (Hons) Estate Management  
Master of Business Administration (MBA) -International Business  
22, UNITY ROAD, IKEJA ,LAGOS**

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## MARITAL STATUS

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Married

## SEX

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Male

## COMPETENCIES

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Robust in Microsoft Office & IT App Skills, CRM App Skills ,Excellent blogging, SEO & Analytics skills, Social media skills, Excellent training & administrative skills at Management Level.

An **experienced** cosmopolitan multi-task **property professional** with **ownership mentality** in real estate, facility management & services, infrastructure and site preparation, new media & digital marketing, business development & strategy, sales growth & marketing for organizations.

Well versed in **advanced real estate** & technical operation **global best practices**. Robust Leadership & organizational skills coupled with excellent written and verbal communication skills.

## EMPLOYMENT HISTORY/WORK EXPERIENCE WITH DATES

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### 1. October 2022 – Date

### **ADRON HOMES AND PROPERTIES LIMITED**

A PAN NIGERIA PROPERTY COMPANY WITH 48 WORLD CLASS ESTATES

#### **Director – Estate & Properties**

- **Oversee** all the company **estates and serviced apartments** or residences, office spaces, shopping malls, contracts & projects. **Maintains proper contact & other databases** for company by ensuring that files are properly maintained and kept up to date in accordance with company's policy.
- **Provide** overall **professional leadership and administrative** functions to ensure **standardisation** and **smooth operations** of all estates in accordance with company's rules and regulations governing estates. Also develop and direct the implementation of management goals, policies and procedures on **facility management** (FM).
- **Responsible** for all **estates** in **8 States & FCT – Lagos, Ogun, Osun, Oyo, Nassarawa, Niger, FCT, Ondo & Ekiti states** as profitable centres for P & L accountability. Also provide guidance to Estate Managers and other management staff by **initiating & developing tactical input** on sales incentive structure and key performance indicators to help monitor targets.
- **Responsible for growth and financial performance** of the directorate strategy for sale of lands, houses, shops and services. Leads the directorate **MPR presentations** for sales, inflows and business development to motivate and ensure a **highly effective team** of estate Managers.
- **Oversee** the administration and delivering of beautification of all estates and its layout, Also conduct **efficient & efficient manpower** utilisation of all estates through key functional Managers and utility staff like engineers, technicians, external contractors and ground keepers. **Ensure 24 hours power supply** and **security** coverage at all times.

### 2. November 2019 – October 2022

### **WALKWAY DESIGN & CONSTRUCTION LIMITED**

A PROPERTY, INFRASTRUCTURE & PROJECT DEVELOPMENT FIRM

#### **General Manager/Group Head – Estate & Property Management**

- **Review** reports on **environmental conditions of estate and properties** to determine whether toxic hazards exist and to make administrative decisions on acquisition or disposal; negotiate contracts with contractors and consultants.
- **Responsible** for the **growth and financial performance** of the Estate and property business unit - Landlords & Subscriber's Growth, Market Share and growth of new markets. Also **Design and implement programs to ensure attainment of business plan** for growth and profit - financial results - profit, free cash flow, ROI and margin. - **Page 1**

- **Ensure strong relationships** with **stakeholders like landlords and tenants** to achieve value-added results. **Engage key external partners**, communicating effectively and building trust, while also handling major commercial negotiations and brokering partnership opportunities to deliver on growth ambitions.
- **Review market performance** and leverage to achieve optimal results by making appropriate performance investment and resource allocation decisions across the estates structures, processes, systems review & alignment. **Supervise and participate** in land allocation, lease or sale of real estate; review business and residential relocation activities.
- **Read** all submitted **reports** by lower rank managers to **reward performance**, prevent issues resolve problems also act as the public speaker and public relations representative of the com in ways that strengthen its profile.

3. April 2019 – Nov. 2019

**ELEGANZA INDUSTRIAL CITY LIMITED**  
ELEGANZA GROUP

**Senior Property Manager**

- Act as the **Chief Housing Officer** (CHO) for the industrial city both the residential quarters, warehouses and the industrial office complex area by managing the allocation of all residential apartments adequately with modern quality assurance checks.
- **Manages & supervises all** in house utility staff & facilities staff like technicians, ground keepers & external contractors on on-going construction projects & in the industrial city.
- **Manages the welfare & well-being** of all the **expatriates** in the staff quarters like Indians, Chinese and Lebanese by providing top notch property services.
- **Plans & coordinate** all renovations, refurbishment & installations works like telecoms, masonry, building development, heat, landscaping, & electricity.
- **Manage** all upkeep of white goods, office working tools & equipment, residence appliances & machines and maintenance supplies to meet health & safety standards.
- **Responsible** for the allocation of **fully serviced office spaces & serviced residential apartments** according to needs of staff and business strategies and direction.
- **Manage by working Around** (MBWA) to see the physical issue raw, directly and practical as they are first hand and proffer immediate permanent solutions.
- **Administers the allocation** of parking spaces, waste disposal, security personnel. Food vendors and medical & sick bay while maintaining an acceptable level of quality.
- **Oversees, reviews & manages** utilities consumption rate for the power Generator-DIESEL, PHCN(NEPA) & Water in order to minimize cost.
- **Conduct periodic unannounced** property inspections on weekends, nights and early morning to determine the performance of key service providers like janitorial service, land scrapping, security, technicians & handyman services.

4. Feb. 2011 – Jan. 2019

**ALMOND RENOVATIONS & MAINTENANCE LIMITED**  
A PROPERTY MANAGEMENT & FACILITY MAINTENANCE COMPANY

**Group Head, Estate, properties and Business Development**

- Act as the **Chief Marketing Officer** (CMO) by overseeing the **marketing and sales team** and assist with the department budget to develop cost effective marketing plans for each product and service for higher profitability.
- **Initiated & developed robust marketing strategy** schemes namely
  - Promise to Own Scheme & Easy Instalment scheme
  - Rent to buy Scheme & Work & Build scheme
- Achieved about **25% growth increase** in the sales & marketing activities for the company by developing and implementing the on-line marketing strategy for all new projects & developments which increased SALES traffic.
- **Coordinated all projects, renovation works, and construction sites** within the cluster that the PPM schedule for each site is strictly adhered to project wide. Also Ensure that all sites and facilities are fully operational with all utilities functioning properly and effectively at optimum to ensure standard and control.

- **Coordinates the management of the company's tools**, equipment & machines including technicians for the company on site & Manages construction teams on site and coordinates health & safety regulatory compliance team on all site.
- **Provides general supervision and oversight** for the organisation and schedule new projects, repair works & facility development through checking installation and regular inspection.
- **Developed marketable development proposals** in relation to layout, unit mix, house types, sales price, design and specifications to products through monthly markets input. Also handled all Corporate Communications, media and Press Relations matters.

5. Feb. 2009 – Jan. 2011

**OMEGA SAVINGS & LOANS LIMITED**

A MORTGAGE BANK WITH 3 BRANCHES IN LEKKI, VICTORIA ISLAND & AKURE

**Head, Estate & Mortgage Department(Manager) – Head Office**

- **Act as the overall head** for all real estate and mortgage business, marketing and sales of renovation works including all **NHF** remittance & records also managed National Housing Fund (**NHF**) accounts for Clients.
- **Managed and responsible** for the daily monitoring and performance of marketing teams for **Loans & deposits** in other branches -Victoria Island & Akure.
- **Lead sales Team** strategic sessions & conduct periodic customer surveys and also manages the design & built and property team on behalf of the department for clients.
- **Oversee the marketing and sales team** and achieved about **15% growth increase** in the sales of **Omega Gardens (land)** promo by developing and implementing the on-line marketing strategy for all new developments which increased SALES traffic.
- **Initiated and developed** the design and build strategies in respect of all new developments including information on values and sales strategy/plan. **Developed & designed** the '**show flats concept**' with expensive WHITE & LUXURY GOODS for clients to see, appreciate & BUY.
- **Led inspection team & valuation team** to client sites and property locations to ascertain value for NHF Mortgage Loans and also mobilise for disbursement for draw down.
- **Initiated and carry out periodic market survey** and research on property and real estate around Victoria Island, Ikoyi, Banana Island, Lekki environs in respect of all new developments including information on values and sales figures.

6. Feb. 2004 – Jan. 2009

**INTEGRATED MARKETING COMMUNICATION LIMITED**

A TOP RATED CREATIVE ACTIVATION & STRATEGIC BRANDING COMPANY

**Special Project Manager**

- **Measures and reports performance** (ROI & KPI) of all **marketing campaigns** and assess them against management goals and also Developed B to B, B to C, and B to G marketing relationships ;reinforced our marketing and business development team as a whole through rigorous marketing activities.
- **Coordinated successful brand activation** for individuals, corporate clients and institutional organizations' in Strategic places and locations across the country such as Lagos, Ibadan, Abuja, Kano, Enugu, & port Harcourt for product penetration & acceptability.
- **Developed new channels options** & strategies for effective distribution of Clients products/services and also led, maintained and coordinated a successful partnership with the media in all our marketing activities which improved our profit margins.
- **Led agency pitches** to clients and **grow top line revenue** also oversee all the marketing and sales of corporate printing and branding activities like mobile brans, static brands, heat transfer production, Direct Image (DI) , sublimation , flex, SAVs etc.
- Serves as the **Business Editor** of **Premium Investment magazine – Organise interviews and media interactive sessions**, collates articles, stories & write ups, edits and oversee production of the publication.
- **Oversee sales and marketing** (online and offline - hardcopy) and also coordinated and created new circulation points in Lagos, Ibadan, Abeokuta ,Abuja & Port Harcourt for **Premium Investment magazine**.

ACADEMIC INSTITUTIONS ATTENDED & GRADUATED WITH DATES (3 CORE MASTER DEGREES)

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- 2022 - 2023 Master of Science (**M.Sc.**) - In view  
**Housing and Urban Development**  
UNIVERSITY OF IBADAN, NIGERIA
- 2009 - 2012 Master of Business Administration (**MBA**)  
**International Business** Management (Specialisation)  
LAGOS STATE UNIVERSITY, LAGOS, NIGERIA
- 1995 -2002 Bachelor of Science (**B.Sc** Hons) in **Estate Management**  
SECOND CLASS LOWER DIVISION  
OBAFEMI AWOLOWO UNIVERISTY, ILE-IFE, NIGERIA

ACADEMIC PUBLICATIONS/RESEARCH DONE

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1. **MSc Degree Thesis** – Conflict Management of High Profile Institutions in Nigeria.
  - A Case Study of Federal Mortgage Bank - Under writing
2. **MBA Degree Long Essay & Thesis** – Conflict Management and organisational Performance.
  - A Case Study of Nigeria Bottling Company Plc, Lagos. - **April 2012**
3. **B.Sc Degree Thesis** – The Management and Maintenance of Government /Public Owned Estate.
  - A Case Study of Ibara Housing Estate, Abeokuta, Ogun State. - **June 2002**
4. **Market Research on Housing & Construction**
  - Self Help & Cooperative Finance Approach to Housing Construction
  - Effects of Heat, Noise, crowdedness on acceptability & functionality of Housing
  - Slum & Squatter settlements in Nigeria. A case study of Obalende, Lagos.
5. **Crowd funding as an alternative source for funding real estate projects - June 2021**  
A researched work on crowd funding as a new alternative in Nigeria

PROFESSIONAL TRAININGS/SEMINARS ATTENDED

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1. **44<sup>TH</sup> Annual Conference themed: Maritime, coastal and inland waters investment & Mgt**  
By The Nigeria Institution of Estate Surveyors & Valuers (NIESV) - March 25-29 , 2014  
Le Meridian Hotel, Uyo, Akwa Ibom State.
2. **43<sup>RD</sup> Annual Conference themed: Infrastructure Development & Economic Empowerment**  
By The Nigeria Institution of Estate Surveyors & Valuers (NIESV) - March 12-16 , 2013  
Best Western Homeville Hotel, Benin City, Edo State.
3. **Mandatory Continuing Professional Development (MCPD)** - February 6, 2013  
By The Estate Surveyors & Valuers Registration Board of Nigeria (ESVARBON)  
Lagos Airport Hotel, Ikeja, Lagos.
4. **19<sup>TH</sup> J.W Ekpenyong Memorial Lecture** - January 31, 2013  
By The Nigeria Institution of Estate Surveyors & Valuers (NIESV)  
Civic Centre, Victoria Island, Lagos.
5. **Housing Summit - The New National Housing Policy** - November 8, 2012  
By Faculty of Housing / The Nigeria Institution of Estate Surveyors & Valuers (NIESV)  
The City Hall, Lagos Island, Lagos

#### PROFESSIONAL ASSOCIATIONS

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1. **Member**, International Facility Management Association (**IFMA**) Nigeria - M No 1727
2. **Associate Member**, The Nigerian Institution of Estate Surveyors and Valuers (**NIESV**) - M.08497
3. **Associate Member**, The Institute of Entrepreneurs, Nigeria ( **IEN** ) – AM No 1008
4. **Fellow**, Institute of Management Consultants (**IMC**)- FIMC.LAG 350523
5. **CMC**, Certified Management Consultant (**CMC**)-CMC.LAG 370723
6. **CMS**, Certified Management Specialist, London Graduate School - 2023

#### LEADERSHIP /EXTRA CURRICULAR

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1. **National Asst. Editor** –Lagos State University MBA Alumni Association (LASUMBA HERTAGE)
2. **Secretary**, Go Green Always Initiative
3. **National PRO**, Ekiti Youths Round table Business Group
4. **Past President ,Junior Chamber International**, Maryland (A chapter in JCI Nigeria)
5. **Past Vice President ,Junior Chamber International** ,Lagos Metro(1<sup>st</sup> JCI chapter in Nigeria)
6. **National Coordinator** – Real Estate Demystified Business Forum Group, Lagos

#### MAJOR PROJECTS HANDELED

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1. **Facility Management of FCMB Regional Headquarters in Gbagada,Lagos**  
Supervision of the hybrid management of solar, PHCN and inverter for the FCMB Regional headquarters Gbagada,Lagos and FCMB ATM Arena Gbagada,Lagos  
ALMOND Group, Lagos March 2019 – February 2021
2. **Project Management of a storey shopping block of 20 shops**  
Supervision of the project construction of a story block of 20shops at Atan ,Ota, Ogun from Jan. 2014 to Dec. 2014 Multipurpose properties Limited
3. **Project Management of a 22 room hotel facility**  
Supervision of the project construction of a story block of 20shops at Aiyetoro ,Itele, Ota, Ogun from Jan. 2017 to March 2018 Multipurpose properties Limited
4. **Construction supervision of 4 blocks of 3 bedroom flat**  
Supervision of the construction of the 4 blocks of flats at Oyefeso Brown Estate, behind China town ,Ojota,Lagos Jan. 2022– June. 2022
5. **Renovation of a moribund 38 rooms Hotel facility in Thomas Estate Lekki,Lagos**  
Project management and supervision of the renovation project for 2 months- **Redesigning stage to delivery stage** .Rebranded to **ALMOND SUITES** March 2012 – April 2012

#### AWARDS

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1. **Young Property Personality** of the year Award, Ekiti Youths Round table Business Group - 2019
2. **JCI Nigeria Ambassador**, Junior Chamber International Nigeria - 2010
3. **Staff of the Year Award**, Integrated Marketing Communication Limited- 2008
4. **State Award / Letter of Commendation**, NYSC Ebonyi State -2004

#### REFEREES

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**Available on Request**