

Creditinfo Academy Webinar Speaker

Date: Thursday, 14th May 2015

Time: 15h00 Central European Summer Time (CEST)

Location: Webex

Topic: Podio – the benefits and features and why we like it so much! www.podio.com

Speaker: Duke Opsahl, Head of Business Development and Sales, Creditinfo Kenya



Duke Opsahl is the Head of Business Development and Sales at Creditinfo Kenya. In this role, Duke oversees overall coordination, functional management and leadership of sales initiatives for Creditinfo Kenya. His key functions include development and execution of sales strategies, key account management and using his skills and experience of more than 20 years in progressive roles within sales and business development, to successfully pursue opportunities for long-term growth from customers and to build strong relationships in order to launch Creditinfo Kenya in June 2015.

Currently, his focus is working with approximately 55 banks in Kenya, assisting them in sending data to the Creditinfo Kenya Credit Bureau.

Duke is originally from Port Elizabeth, Eastern Cape, South Africa, but now lives with his family in Nairobi, Kenya having joined the company at the latter end of 2014.

Outside of work, Duke has a love of the outdoors and of outdoor cooking, BBQs or „Brai“ to be precise (*South African for BBQ*) and in sharing his BBQ cooking skills with family and friends.

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About Creditinfo Kenya

Creditinfo Kenya is solely owned by Creditinfo International – part of Creditinfo Group. Creditinfo Kenya's core business is information related to credit, offering services to cover each stage of the customer life cycle. Their services help banks and other credit providers to evaluate prospective customers, monitor performance of existing ones and manage the debts that they may have incurred. They collect data from as many sources as possible, transform it into intelligence and make it available to subscribers. We provide these services in accordance with the relevant legal framework provided by the Central Bank of Kenya.

Creditinfo Kenya also offer services to assist banks in providing quality data to the Credit Reference Bureau; automation of the capture and decision process for new credit applications, development of bespoke scorecards and credit risk management consulting.