



Celebrating Our People: Omokehinde Ojomuyide

February is Black History Month, an annual celebration of achievements by black Americans and a time for recognizing the central role of African Americans in U.S. history. Black History Month also is celebrated globally and observed in the UK, Canada and Germany. Each week during Black History Month, the LEAD BRG will profile a MasterCard leader who exemplifies such achievements. The second in the series features Omokehinde Ojomuyide, country manager, Nigeria.

1. MC Central: Provide some details on your career journey such as previous work history or experience.

Omokehinde: Almost 15 years ago, I shifted from a career in health services (I was initially working towards being a clinical psychologist) into technology.

I joined Econet Wireless (now Airtel) in 2002 with the advent of GSM technology in Nigeria. I grew through the ranks to manage teams of 24, 48 and more than 200 colleagues at various times. This was a very exciting time in my career. I was working with cutting-edge technology and gaining experience in a field that had only a few experienced professionals in Nigeria.

After five years, I moved to Guaranty Trust Bank (GTBank), to help set up and run their new contact center. My next step was at the same company, but in a completely different role, running the cards business. Initially I had no idea why I was selected for this role as I had no experience in retail banking, or payment technology. But it turned out to be the right fit. I stayed with Guaranty Trust Bank until August 2011, when I joined MasterCard to run business development for West Africa.

2. MC Central: Share some of your major accomplishments.

Omokehinde : In 2007, while attending a MasterCard conference in Tanzania, with colleagues from four other Nigerian Banks, we realized there was a gap in our business. All MasterCard and Visa cards in Nigeria had been issued in U.S. dollars, but other African countries were issuing local currency denominated cards.

We realized that if we wanted to promote cashless transactions, issuance of local currency denominated cards was mandatory.

Holding that card in my hand two years later was testament to the many meetings with regulators to convince them to institute MasterCard local currency settlement in Nigeria. This led to EMV migration in our issuing business and a complete re-carding of more than two million cards. This was one of my proudest moments.

3 MC Central: Share something that gave you inspiration.

Omokehinde: While still at GTBank, I received a call from a cardholder whom I had never met. He wanted to say thank you. He told me that he was a father and caretaker of a child who was in India for treatment of a life-threatening disease. With his source of income in Nigeria, he had a difficult time obtaining foreign exchange when traveling abroad, but the local denominated MasterCard card that he was now using was a life saver.

I learned an important lesson that day. My job was more than just a job, my decisions had a direct impact of the lifestyle of the community and by showing up every day and doing my very best, I was making the lives of people I had never met and would probably never meet, better.

4. MC Central: Provide a couple of fun facts.

Omokehinde: I have a twin sister 😊 and in my spare time I mentor about 70 teenagers.

5. MC Central: What advice or guidance would you like to share with LEAD members and employees?

Omokehinde: There is greatness in all of us. We all have our individual klieg lights and chance at greatness that is mutually exclusive from that of others. So, do not limit yourself, let your passion flow through and be the very best you can be.