

OGUNSOLA, OPEYEMI EMMANUEL

+234 810 472 6958 | ope.ogunsola@gmail.com | Lagos, Nigeria | 25.1.1991

SUMMARY

Opeyemi's professional odyssey spans research, HR management and business operations experience in e-commerce/logistics, a development start-up and recently in a venture capital firm where he worked with the Senior Management on the commercial feasibility of identified business ideas through business research and financial modelling as well as defining the strategy for the Group's fintech subsidiary. At Mall for Africa, he worked directly with the Senior Management to craft a People Strategy that used learning as a tool for upping company-wide performance.

His current career goal is to harness his broad skillset to manage the cross-functional aspect of businesses and steer them towards the path of profitability and sustainability.

COMPETENCIES

Growth Strategy | Financial Modelling | Research | Financial Analysis | Data Analysis | Visualization & Storytelling | Stakeholder Management | Product Innovation | Learning & Development | Team Management | Report Writing | Public Speaking | Newsletters

TOOLS

Advanced Excel | Power BI | Mailchimp | Python | Google Docs

EXPERIENCE

Business Analyst, Bluepoint Global Services Ltd. – Jan. '20 – Present

I joined BPGS in their pivot from strictly B2B supply chain conglomerate to a B2B/B2C business and took over the Strategy & Business Development function. Some of my duties include:

1. I developed a 3-year Growth Strategy highlighting the role and contribution of each subsidiary and the metrics to measure growth
2. Developed multi-months rolling forecast to improve the company's optimal financial planning
3. Developed new business ideas and tested their commercial feasibility through financial models
4. Suggested new business models to the Senior Management for added revenue lines
5. Monitored investments in new *fintech* enterprises
6. Wrote monthly reports to capture business performance
7. Built cash flow projections to raise financing from financial institutions
8. Wrote business plans that Management used to discuss financing with bank and nonbank finance houses

Business & Financial Analyst, Monument Group – July '19 – Dec. '19

I was hired to support the Group Chief Operating Officer with the following duties:

1. Identified viable revenue lines through business analysis and research
2. Conducted business feasibility studies through financial models
3. Periodic business performance reporting for the Group's fintech subsidiary
4. Operational coordination of business activities.
5. Support in producing investment pitch decks

Associate, Center for Public Policy Alternatives – Nov. 2018 – May 2019

My major role as an Associate was to research issues related to Economic Development & Inequality with a focus on inclusive market solutions. My other functions included:

1. Desktop research on inequality through the prisms of gender and non-inclusive growth
2. Write concept notes on research pathway for thematic areas assigned to me
3. Daily review of *The Economist* and local newspapers scanning for RFPs (Request for Proposals)
4. Collaborate with other Associates to prepare research proposals to international donors for grants to fund research projects.
5. Analyze topical issues in the nation's polity.
6. Represented the organization as a **Panelist** on Governance-related fora and events

Consultant, John Galt Consulting; Apr. 2018 – Present

John Galt is a business consulting outfit focused on helping SMEs attain optimal outcomes. In my role as a Consultant, I worked with entrepreneurs on strategic planning while also helping them gain business skills and knowledge. Others include

1. Identification and clarification of business/revenue models
2. Creation of business plans post-research
3. Carried out commercial feasibility of business ideas by building multi-year financial models for entrepreneurs
4. Prepared rolling forecast in Excel to track expenses
5. Advised on HR issues and wrote policies on different HR functions such as Leave, Recruitment, among others
6. Managed payroll and salary computation including calculation of statutory deductions for SMEs

Head of HR, Mall Boxes Ltd. (Mall for Africa) Apr. 2018 – Oct. 2018

My main role was to ensure the alignment of Company-People relationship for optimal organizational growth; hence, my duties were:

1. I developed a strategy for the unit which, in summary, was to use learning as a tool to up performance across board while also using it to sharpen the leadership skills of managers
2. Worked closely with the new Head of Africa to redefine core business units as the first step in business process reengineering

3. Advised Senior Management on the most appropriate path to aligning people and profit
4. Group HR Management – managed the Company’s human capital in Nigeria, Kenya, the UK, and the USA.
5. Compensation & Benefits – along with other Management staff, determined industry-compliant pay for all staff
6. Working along with the Head of Sales, I restructured the unit from the hitherto central structure to a region-based one for the sales staff to own
7. Management Research – wrote reports on different aspects of the workforce and commissioned the first Employee Happiness Survey in 2018 which gave us actionable insights into the state of the workplace
8. I was responsible for settling employee issues that arose in the course of working
9. People – Business Alignment – initiated some policies and practices that aligned both sides of the divide such as
 - a. Monthly Town Hall Meetings
 - b. The Employee of the Month Award
 - c. Reorganization of the Sales Team for the performing Sales team to own

HR Analyst, Mall Boxes Ltd. (Mall for Africa) Dec. 2016 – Mar. 2018

My major role as an HR Analyst was to manage the Company’s wide-ranging staff information and use this to support key business decisions by the Management; hence, the following points summarize my duties:

1. Recruitment – hired over 15 high-performing technical and marketing candidates (they won the [2017 Draper’s Fashion Award for Mall for Africa](#))
2. Learning & Development – developed Training Needs Analysis for optimal upskilling of our people using low-cost, high-impact web platforms for learning
3. Payroll Management – managed the payroll for our Nigerian and Kenyan staff using Excel
4. Quarterly Reports: I also devised a new way of intimating Senior Management of corporate *gist* by submitting a quarterly HR Report that captured major happenings during the period.
5. Payroll Management – I handled staff salary computations using MS Excel with other relevant data from a web-based platform

Research Officer, Healthcare Federation of Nigeria (HFN) Nov. 2014-Nov. 2016:

I was hired to support the Executive Leadership of the organization with business development-friendly duties outlined below:

1. Development of the company’s communications grand plan and market interface
2. Carried out desk research around private healthcare and how it can bolster the national healthcare system
3. Report writing on programs, research finds, etc.
4. Stakeholder Management of critical individual and corporate members such as international development partners (WB/IFC Health Team, PharmAccess), private

- healthcare entrepreneurs, healthcare executives, policymakers at national and sub-national levels)
5. Engagement of the private healthcare community through the design and production of the weekly newsletter using MailChimp
 6. Content generation and writing for the web and social media platforms
 7. Project management including the planning and coordination of relevant programs and conferences for the promotion of the private healthcare sector as a viable partner in building an effective health system
 8. Financial data & client database management
 9. Build rapport with members of the press community

Project Lead, Millennium Development Goals, Bekwarra LGA, Cross River State Mar 2013-Feb. 2014: this involved teaching high school students the principles of community development as the foundation for the attainment of the MDGs.

Teacher, English/Literature, (NYSC) Mar. 2013- Feb. 2014: Research & Teaching

Editor, ICC/BBA Watch Nov. '12 - Feb. 2013: the Watch was a business magazine that we deemed necessary to fill the communications gap for business leaders in the international commercial centre (popularly known as *Trade Fair*). My role was to edit submitted articles in line with globally accepted standards of fact-based writing and reportage.

EDUCATION

University of Lagos 2017
Master of Research and Public Policy

Lagos State University 2013
B.Sc., Political Science (Second Class Upper)

AWARDS

Best NECO SSCE Result, Homat Comprehensive College, **2007**
Best Corps Member, PACCO, Bekwarra LGA, Cross River State, **2014**

TRAINING

Business Data Analysis with Excel by UrBizEdge Ltd. | Data to Insight, University of Auckland (Online via [FutureLearn](#)) | Reading Financial Statements by Corporate Finance Institute | Financial Markets by Coursera | Financial Modeling by AsimpleModel.com | Impact Investing (Online via [FutureLearn](#)) | Financial Analyst Certification by Udemy | Python for Financial Analysis| *etc....*

HOBBIES

Reading| Scrabble | Finance | FIFA | Music