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WORK EXPERIENCE

January (2021) – currently **Business Operations Analyst (Operations Resources)
– The Concept Group (Rosabon Financial services),
Yaba, Lagos State.**

- Responsible for Operations Management - Process (development, monitoring and optimization), Market research, Business Analysis, ERP product setup and Vendor management.
- Optimization of B2B process to reduce TAT by 10%.
- Developed 5 process flow with 30% drop in turnaround time for each.
- Spearheaded the process optimization stage in the B2C automation projects. Optimized the 10 processes.
- Performed user acceptance testing (UAT) on 4 projects.
- Analyzed the business and competitors (local and international) for the development of B2C automation project.
- Restructured the business game plan project.
- Resolved the
- Partnered in credit card project (within pipeline)

July (2018) – December (2020) **Market Operations Analyst (Business Development
Department) – SaroAfrica International Limited,
Victoria Island, Lagos State.**

- Responsible for (Brand Research {immersion and surface}, Management {sales (Lagos), Marketing and Innovation}, Regulatory and Portfolio Expansion {line and brand}), Business Process Improvement and market intelligence for the Gossy Warmspring Limited.
- Organized and Supervised 2 market/territory immersion research. Led to the penetration of South East/South Nigeria market. One led to the acquisition of Gossy Warmspring Limited.
- Territory Business head (Sales): Developed the Lagos market for Gossy. Recruited 10 Open market trade partners, 40 hypermarket stores and 11 HORECA outlet in 12 months of business operations.
- Developed 8 brand/line extension products (in pipeline).
- Supervised various market activations (3 in store & 2 neighborhood) and third party digital campaign.
- Executed the Sales strategy (redone) which focuses on Consumption points and this led to the conversion of 4 stores (71 outlets) with strike rate of 70 percent in 2020 Q1.
- Developed the market entry strategy for Gossy Warmsprings (product commercialization) 2019.
- Member in acquisition team: Responsible for Operations analysis in of Niyya Farms group.
- Developed strategic expansion for Lagos sales. (Increased sales by 145% in Q1 2020).
- Market intelligence: Developed customer database and reporting format per territory per channel type.

- Market development (South south/South East) attaining 100% target and contributed 10% to company revenue in 6 months.

EDUCATION

Dec. – February 2020

Utiva Data Academy

- Excel: Data cleaning and visualization (index match, power pivot, vlookup etc)
- SQL (Querying, database and table creation)
- Business intelligence and data interpretation

July-August 2019

Edubridge Academy (Graduate Programme)

- Proficiency in Microsoft Excel and Powerpoint
- Strategy Analysis and Case Studies
- Financial modelling
- Led the Business Consulting team that won Market Entry Strategy Challenge. (Coca Cola Signature Mixer)

2011-2016

University of Ibadan, Ibadan, Oyo State B.sc Agricultural Economics (December, 2016)

- Class of Grade: Second Class Honors (Upper Division)
- Total Scholarship Awardee
- Volunteer work (Organization and Stage Management) for the Leadership and National Transformation Tour of Fela Durotoye's 'Deliver the Future' in the University of Ibadan.
- Most Influential Student in 200-400 Level of the department of Agricultural Economics, University of Ibadan 2014/2015 session

LEADERSHIP EXPERIENCES

2017-2018

President- Anti HIV and AIDS CDS group for Yagba West, Kogi.

- Coordinated 2 HIV & AIDS sensitization campaign during tenure.

2014-2015

Local Director, International Association of Students in and Related Science, University of Ibadan, Nigeria

- Led delegates to the 2013 African Directors' Meeting at Cote d'Ivoire on African Family Farming for sovereign food supply and sustainable territorial development.
- Inducted 28 active students into the organization (IAAS-UI) and established its First Organic Farming Project at Ajibode, University of Ibadan which yielded more than 50kg each of Celosia, Corchorus (ewedu) and green amaranths in the year 2014.

SKILLS AND INTEREST

Familiarity on Jira, Visio, Asana, Excel and Power point. Process and Project management skills. Impressive oral and written communication skills, collaborative teamwork, multitasking efficiently, Music and Travelling.