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# BAMIDELE OLORUNGBEMI

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## SUMMARY

I am a results-driven professional eager to embark on a challenging career within a dynamic professional environment. My goal is to contribute my skills, knowledge, and experience to fuel organizational growth and success. I am actively seeking a position that allows me to apply my expertise across diverse fields, while proactively expanding my skill set and staying current with emerging industry trends. I am committed to delivering exceptional results, building strong professional relationships, and consistently striving for excellence in all my endeavors.

## SKILLS

- Expense Tracking
- Policy Implementation
- Workforce Management
- Business Administration
- Strategic Planning
- Performance Management
- Business Development
- Operations Management
- Financial Management
- Staff Development

## EXPERIENCE

**Sales Operation Manager / Data Analyst** / Amber Drinks Limited - Lagos State, Nigeria *01/2021 - Current*

- Developed and implemented strategies to increase customer satisfaction and loyalty.
- Created monthly reports for senior management summarizing operational performance metrics.
- Coached, mentored and trained team members in order to improve their job performance.
- Conducted regular meetings with staff to discuss progress and identify areas of improvement.
- Established processes to ensure efficient workflow throughout the organization.
- Resolved conflicts between employees by providing guidance on company policies and procedures.
- Initiated new projects that resulted in increased productivity across all departments.

**Data Analysis** / Amber Drinks Limited - Lagos State, Nigeria *01/2020 - 01/2021*

- Gathered and organized raw data from multiple sources for further analysis.
- Provided technical support in the development of database systems.
- Analyzed large datasets using advanced analytical techniques such as machine learning algorithms.
- Assisted with the creation of user-friendly reporting tools for easy access to critical information.
- Collaborated with cross-functional teams to ensure proper implementation of data analysis solutions.
- Maintained an up-to-date knowledge base on current industry trends and best practices.
- Interpreted results of analyses and generated actionable recommendations based on findings.

**Business Development Executive** / Elevation Point Integrated Services - Lagos State, Nigeria *01/2016 - 01/2021*

- Developed and implemented strategies to increase customer base and revenue growth.
- Conducted market research and identified potential business opportunities.

- Built relationships with clients, partners and vendors to facilitate successful partnerships.
- Created presentations on the company's services, products, pricing plans and marketing campaigns.
- Organized trade shows, conferences and other events to promote the brand image of the organization.
- Collaborated with sales team members to identify target markets and develop sales strategies.
- Coordinated with cross-functional teams to ensure effective execution of projects.
- Analyzed competitor activities in order to understand industry trends and dynamics.

**Sales Operation Analyst / Data Analyst** / Amber Drinks Limited - Lagos State, Nigeria

01/2020 - 01/2021

- Conducted market research to identify trends and customer needs.
- Developed financial models to analyze data and identify potential risks.
- Performed cost-benefit analysis to evaluate project feasibility.
- Created reports, presentations, and other documentation for stakeholders.
- Identified opportunities for process improvements across the organization.
- Developed strategies to optimize operational efficiency and reduce costs.
- Prepared forecasts of future performance based on historical trends.

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## OTHER WORK EXPERIENCE

**NATIONAL YOUTH SERVICE CORPS (NYSC). Kwara State Chapter. (Aug 2019 – July 2020).**

- Subject Teacher (NYSC)
- Government Day Senior Secondary School, Adewole, Ilorin.

### Accomplishments:

- I ensured meetings were effectively organized and minuted.
- I also maintained effective records and administration of my community development Service (CDS) group as the General Secretary during NYSC

**INDUSTRIAL ATTACHMENT. Ondo State Water Cooperation. (Jul2017 - Dec2017)**

**Job Function and Position Held:** Water Purification and Analysis (Quality Control Department) Ondo State water Cooperation, Akure.

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## PROJECTS

**Undergraduate Researcher**

**Adekunle Ajasin University akungba akoko, Ondo State, Nigeria,**

- I conducted research on Breast Cancer.
- Data visualization using Tableau and PowerBi.
- Building a sales Dashboard with Excel.

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## EDUCATION

**Bachelor of Science in Biochemistry**

2018

Adekunle Ajasin University Akungba Akoko - Ondo State, Nigeria

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## CERTIFICATIONS

- SQL Certification, **2023**
- Tableau Certification, **2023**
- Critical Thinking, **2021**

- Organizational and Entrepreneurial Development, **2020**
  - Office Management, **2020**
  - Leadership Development, **2020**
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## **HOBBIES AND INTERESTS**

- Innovation Catalyst
  - Creative Thinking
  - Problem Solving
  - Game of Chess
  - Writing
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## **REFERENCES**

References available upon request.