

Adeolu Idowu

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SUMMARY

Expert in Data-Driven
Operations Management |
Data Analyst | Operations
Process Flow |

EXPERIENCE

Mecho Autotech, Lagos, Nigeria

Operations Coordinator | Supply Chain Manager July 2021 -
March 2022

- Coordinate operations process, and manage the operations department to ensure the fulfillment rate does not go below 85%
- Monitoring performance and deliverables through the dashboard using the Kanban model and KRA to create visibility and enhance fulfillment
- Ensured absolute compliance with operations processes and procedures, quality control, and TAT, which led to a 65% increase in deliverables and fulfillment rate.
- Led an operations team using a product-led growth model to increase the company's revenue by 37% in Q2 and Q3.
- Analyze, and evaluate performance to identify seasonal trends and potential growth in the operations department.
- Worked with other stakeholders to streamline the SOP for seamless operations.

Mecho Autotech, Lagos, Nigeria

Account Manager March 2021 - June
2021

- Managed requests end-to-end to ensure customer satisfaction with at least 85% quality service delivery.
- Developed new businesses with new and existing customers.
- Identifying clients' needs and creating a solution to generate revenue.

CORE COMPETENCE

Improving Standard
Operating Procedures
(SOPs) to elevate
operational fulfillment
rates via policies
informed by data.
Leveraging data and
analytical tools to
optimize operational
efficiency, resulting in
increased transparency
and exceptional
performance

SOFT SKILLS

Proficient in Excel,
Google sheet, Power Bi,
and SQL
Good data visualization
skill
Data Cleaning and
processing
Workflow analysis and
optimization

SKILLS

Interpersonal Relation
Problem-Solving
Good communication
Critical Thinking
Data Analysis
Data Warehousing
Statistical Analysis

CERTIFICATION

Data Analysis in Power
Bi *Data Camp* - 2023

Data Analyst Internship

- Ensuring customer retention and monitoring sales team performance.
- Growth model to maximize revenue and customer retention.

KPMG - 2023

Triton Nigeria Limited

**Zonal Operations Personnel
2018-2019**

- Developed a product and sales-led model and strategies for each zonal outlet, leading to a 40% increase in sales. Led the sales team of 24 persons to ensure timely delivery of the product.
- Effective use of sales data to review and analyze performance, and advise on areas that need improvement.
- Assist in preparing key customer presentations; including price quotes, sustainability information, specifications, and product attributes, which help the company have high customer retention and good customer relationships.

Executive Diploma in
Data Analysis

*Uni Athena Global
Education 2023*

Statement of
accomplishment

Data Analysis in SQL
Data Camp - 2023

Digital Leadership in
Business

Simplilearn - 2022

Agile Scrum

Foundation *Simplilearn*
- 2022

Agile Scrum Master
Simplilearn - 2022

KPMG Nigeria

**Virtual Data Analyst Internship Program
2023**

- Clean customer data and recommend a proposed data structure including a data warehousing platform to the customer
- Completed a simulation focused on advising a client on customer targeting with the Data, Analytics & Modelling team
- Assessed data quality and completeness in preparation for analysis
- Analyzed data to target high-value customers based on demographics and attributes
- Developed dashboards to communicate findings with visuals

LANGUAGES

English,
Spanish (Basic).

EDUCATION

Lagos State Polytechnic, Lagos, Nigeria

National Diploma

Business

Administration

2012

University Of Lagos, Lagos, Nigeria

Business Administration

BSC, In View

2024

