OLARONKE TEMITOPE ADEGBITE

Email: olaronkeadegbite@gmail.com |LinkedIn: http://www.linkedin.com/in/olaronke-olaniyi-adegbite

OBJECTIVE

Results-driven and analytically minded professional with a proven track record in driving strategic decision-making and enhancing business performance through data analysis and insights. Seeking to leverage expertise in business intelligence, statistical analysis, and data visualization to contribute effectively as a Business Intelligence Analyst. Committed to utilizing advanced analytical techniques to uncover actionable insights and drive continuous improvement in revenue operations and strategic decision-making processes.

SUMMARY OF QUALIFICATIONS

- Effectively implemented Zoho Suites, an ERP solution combining Zoho CRM, Zoho Books, and Zoho Inventory, within the FMCG division, resulting in a notable increase in performance efficiency. With real-time tracking, we now have visibility into individual staff contributions, leading to a measurable improvement of productivity by approximately 25%.
- Developed and implemented strategic marketing partnerships at CapitalSage Technology Limited, resulting in increased client satisfaction and retention rates through proactive analysis of market statistics and competitor data.
- Generated actionable insights from sales data analysis, leading to the identification of key trends, patterns, and opportunities to drive continuous improvement and optimization of sales strategies and initiatives at CapitalSage Technology Limited.
- Achieved a 154% growth of the team's balance sheet at Access Bank PLC, increasing total deposits from N1.5BN to N3.6BN by July 2020, surpassing the full-year budget expectations.
- Proficient In English

SKILLS

Data Analysis | Business Intelligence Tools (e.g., Power BI, Tableau) | SQL | R | Statistical Analysis | Data Visualization | Trend Analysis | Forecasting | KPI Measurement | Report Generation | Problem-solving | Critical Thinking | Communication Skills (both technical and non-technical) | Business Acumen

WORK EXPERIENCES

CapitalSage Technology Limited • Ibadan, Nigeria   **Jan 2021- Present**
Data Analyst   **Nov 2022 – Present**

- Leverage advanced data analysis techniques to collect, clean, and analyze transaction data, sales performance, and business trend data across diverse subsidiaries within the holdings, including Hospital, Manufacturing, Agency Banking, Microfinance Bank, and Financial Technology sectors.
- Develop interactive analytical dashboards, resulting in a 20% increase in data accessibility and a 15% improvement in decision-making efficiency.
- Utilize Key Performance Indicators (KPIs) and other analytic tools to evaluate the business performance of stakeholders across various strategic business units, identifying areas for improvement in both business development and operations.
- Proactively identify and capitalize on business opportunities for performance enhancement, resulting in a 25% increase in revenue and sustainable growth.
- Conduct in-depth research on industry trends, customer preferences, and competitor strategies, extracting actionable insights to drive informed decision-making and competitive positioning.
- Employ advance data analysis techniques to identify trends, patterns, potential risks, and opportunities, translating findings into actionable recommendations for continuous improvement, resulting in a 20% reduction in operational costs.

- Collaborate cross-functionally with IT teams, software providers, and business managers to design and implement robust data architecture solutions, ensuring seamless integration and accessibility of data for analytical purposes.
- Gather and document stakeholders' requirements to ensure alignment between data analysis efforts and organizational objectives, facilitating effective decision-making and solution development processes.

Head of Sales   **Jan 2021 – Oct 2022**
- Utilized market statistics and competitor analysis to inform strategic marketing partnerships, resulting in a 15% increase in client satisfaction and a 20% improvement in client retention rates.
- Generated regular reports and reviews incorporating sales and financial data, resulting in a 25% increase in data-driven decision-making efficiency and a 10% improvement in sales strategy effectiveness.
- Facilitated the collection of sales feedback from clients, analyzing insights and sharing them with internal teams, leading to a 30% reduction in response time for addressing client concerns and a 15% increase in client satisfaction ratings.
- Leveraged analytical skills to identify trends, patterns, and opportunities within sales data, resulting in a 20% increase in sales revenue and a 15% improvement in sales forecasting accuracy.
- Collaborated with cross-functional teams to gather and document stakeholder requirements, ensuring alignment between analytical efforts and organizational objectives, resulting in a 20% increase in stakeholder satisfaction.
- Employed advanced data analysis techniques to extract actionable insights from sales data, driving continuous improvement and optimization of sales strategies and initiatives, resulting in a 25% increase in sales conversion rates.
- Developed and maintained comprehensive dashboards and visualizations to effectively communicate data-driven insights to stakeholders, enhancing transparency and understanding across the organization, resulting in a 20% increase in data accessibility and a 15% improvement in decision-making efficiency.

Account Officer   **Sept 2017 – December 2020**
Access Bank PLC • Ibadan, Nigeria
- Analyzed and interpreted financial data to track and report on the growth of the team's balance sheet, achieving a remarkable 154% growth from N1.5BN to N3.6BN by July 2020, exceeding annual budget expectations.
- Cultivated new customer relationships and effectively managed existing ones, ensuring high levels of customer satisfaction and retention.
- Utilized CRM programs to conduct comprehensive business reviews and maintain accurate records of customer interactions, facilitating informed decision-making and strategic planning.
- Proactively identified and resolved unauthorized debits and overdrafts in customer accounts, ensuring compliance with banking regulations and maintaining customer trust and confidence.

EDUCATION

M.Sc., Analytical & Environmental Chemistry   Jan 2015 – Aug 2016
Redeemers University • Ede, Nigeria
Assessed as equivalent to a Master's degree in Canada by WES

PROFESSIONAL TRAINING & CERTIFICATION

- Certificate of Graduate Internship in International Development   2023
- Business Analysis – Dataleum   2023
- Microsoft Certified: PowerBI Data Analyst Associate - Microsoft   2022
- Data Analytics Consulting Virtual Internship – KPMG   2022
- Advanced Data Analytics and Data Science – Dataleum   2022
- Data Analytics & Business Intelligence – Dataleum   2021
- Fundamentals of SQL – Sololearn   2021
- Data Analytics with Microsoft Excel – Dataleum   2021
- Certificate in Management – Nigeria Institute of Management (Chartered)   2014