



Olu Olagundoye

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Business Development Manager
<https://www.linkedin.com/in/olufunshoolagundoye/>

Work Experience

Customer Management Practice, IQPC/ Business Development Manager/ Jan. 2018 - Present

- Worked directly with clients and prospects daily
- Specialize in understanding customer requirements and finding industry partners who have an offering that aligns with these requirements.
- Worked closely with senior executives from SMB to enterprise size companies
- Provided solutions ranging from digital transformation, improving and integrating omni-channel communications, Customer Experience Mgmt., Customer Analytics, Virtual Assistants/Chatbots, Live Chat, and Artificial Intelligence/Automation
- Focused on driving growth through improved user design
- Responsible for managing and implementing marketing activities through research, strategic planning and implementation.

J.P West Inc. / Independent Insurance Broker & Producer / Jan. 2016 - Present

Providing brokering services to prospective and current clients. As a producer, prospecting to close and follow-up support.

- Rewrote the organization's information package
- Created brochures and other advertisements to attract clients
- Assisted in writing the strategic plan
- Upgraded the company website
- Acquired 15 accounts within my first 3 months of working as a broker
- Provided sound insurance and risk management services to protect clients
- Assessed risk tolerance and risk-management goals to recommend solutions optimally suited to client needs
- Collected information from existing customers on product desires.
- Researched market for unmet needs.

Freelance Web Developer / May 2017 - Present

Special Skills	Education
<ul style="list-style-type: none">• HTML/CSS/JavaScript• Ruby/Ruby on Rails• Python• SQL• Git/Github• User Experience Improvements	<p>B.A. in Political Science and Minors in Economics and Public Policy Studies Wheaton College, MA 2015</p> <p>General Assembly, Product Management Program, Jan. 2018</p> <p>Harvard Business School's HBX cORE Program, 2014</p> <p>Designations: Property & Casualty</p>

- Wireframing

License, Product Manager Certificate

Awards

Track & Field 2010-2015

NEWMAC Conference Athlete (Outdoor Track 2011, 2012, 2014), NEWMAC Men's Relay Team of the Week 4x100 meter Relay, ECAC qualifier 4x100 meter 2011, 2012, 2014, 2015

Languages

French and Yoruba

Interests

Alto & Tenor Sax, Piano, Swimming, Soccer, Basketball, Golf, Tennis

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