

# Manny Ogbeide

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[LINKEDIN PROFILE](#)

## Career Profile

I am a highly motivated and intellectually curious mid-level professional. Throughout my career, I have developed expertise in leading strategy and cross-functional projects in various industries, including consulting, cloud computing, retail, energy, and financial services. My background includes supply chain, procurement and finance end-to-end planning and delivery, business intelligence and product leadership. I have a successful track record of driving impactful change in large complex project environments through strategic planning, process design, infrastructure planning, cost control, and optimization. My focus is on enhancing customer experience, optimizing operational efficiency, and fostering collaboration. I excel in vision casting, defining product strategies and roadmaps, presenting strategic insights to leadership, and driving results across cross-functional teams and have experience partnering with design partners to build and ship technical products. I am currently seeking an opportunity to leverage my skills and leadership abilities to contribute to a dynamic, meritocratic organization committed to people and innovation by tackling complex, ambiguous, cross-functional business problems and delivering 5-10X value.

## Core Competencies

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|--------------------------------|----------------------------|-----------------------------|---------------------------------|
| ▪ Business Strategy & Planning | ▪ Supply Chain Planning    | ▪ OpEx/CapEx Planning       | ▪ Value Chain Management        |
| ▪ Lean/Six Sigma, JIRA, Miro   | ▪ Engineering Design       | ▪ Data Mining/Story Telling | ▪ Software Dev., AI/ML, ML Ops  |
| ▪ Procurement Analytics        | ▪ Budgeting & Cost Control | ▪ UX/UI, UR, Web Design     | ▪ SQL, Python, Tableau, Alteryx |
| ▪ Management Consulting        | ▪ People Management        | ▪ Program Mgmt., Figma      | ▪ Product Design, Dev. & Launch |

## Education

- **Yale School of Management, New Haven, CT.**  
Accelerated Executive Management Program (94%).
- **Arizona State University W. P. Carey School of Business, Tempe, AZ.**  
MBA (*Specialization in Supply Chain, Business Intelligence and Finance*), *Forward Focus Scholarship and Fellowship Recipient*
- **University of Nottingham, University Place, Nottingham, United Kingdom.**  
Master of Science in Engineering (*Process Engineering*), *Developing Solutions Scholarship Recipient*.
- **University of Benin, Benin City, Nigeria.**  
Bachelor of Science (Hons) in Applied Sciences, top 2% graduate, 2<sup>nd</sup> Best Graduating Student.

## Work Experience

- **Amazon (Worldwide) Seattle, WA | Senior Technical Product Manager | AI/ML Products** **November 2022 – Current**  
I develop and execute vision, strategy, and roadmap for AI/ML driver-based machine learning forecasting products for Worldwide Amazon Stores, focused on improving P&L planning, productivity, and cost savings on behalf of Amazon Stores Finance Science. I work with a team of business owners, engineers, designers, product managers, and technical program managers to define and execute product roadmap, work with customers and design teams to ideate, define, design, test and launch products to support finance and business leaders and teams and lead strategic and business reviews with senior leadership across different verticals across Worldwide Amazon.
  - i. Single thread leader for the worldwide central science team three-year strategy and annual plans (operating plans), and products prioritization for Optimal Business Decisions, Financial Controllershship and Business Efficiency (including Gen AI products) product portfolio pillars.
  - ii. Developed hands-off-the-wheel driver-based planning ML products and enterprise level portals/user interface used by Finance and Business leadership teams and over 1,000 users across Amazon that improved P&L forecasting and planning accuracy by over 5,000 basis points and saved over \$25M and 10,000 hours of manual work.
  - iii. Designed and launched several driver-based ML-driven forecasting tools for Net PPM (profit margin), FBA fees, and net revenue, resulting in a 50% improvement in forecasting accuracy and saving over 20,000 hours of annual manual forecasting efforts across all Amazon marketplaces.
  - iv. Successfully developed the ML forecasting lab for the finance org and trained over 1,000 planners in three months.
- **AWS Seattle, WA | Manager | Infrastructure Supply Chain, Procurement Analytics** **April 2022 – November 2022**
  - i. Oversaw CapEx planning, KPIs design and reporting, and launched data products. Using OKRs and analytical tools, my team optimized the AWS supply chain, implemented new processes and software, and developed financial decision models.
  - ii. Managed over \$23B in annual expenditure planning across AWS supply chain, working with Tier-1 Original Design Manufacturers, Contract Manufacturers, and Tier-2 Original Equipment Manufacturers achieving over 98% planning accuracy within the first six months of managing AWS supply chain and finance planning systems.
  - iii. Led solutions like automated planning, SKU-based forecasting, Should Cost modeling, AWS Buy-Sell program, and supply network optimization, total cost of ownership modeling, cost reduction and improved cost allocation resulting in over \$50M annual savings for AWS server and networking verticals.
  - iv. Launched the Direct Pay logistics enterprise solution for AWS that saved over \$96M in five years.
- **Amazon Web Services Seattle, WA | Sr. Business Analyst | Infrastructure Supply Chain Analytics** **June 2019 – March 2022**
  - i. Oversaw supply chain and financial planning for over \$20B in Server and Networking racks CapEx, developed and managed planning systems, enhanced financial visibility and planning accuracy and provided recommendations to achieve targets.

Work Authorization: U.S. Permanent Resident

- ii. Supported AWS VP and Directors of Sourcing and Finance in developing data pipeline and dashboards to fully automate and report on monthly, quarterly and annual financial and ops metrics.
  - iii. Achievements include automating supply chain and procurement data pipeline, reducing costs, identifying planning errors and improving planning accuracy, creating cost models, and preventing \$300M+ tariffs annually.
- **Amazon Lab 126 Sunnyvale, CA | Sr. Technical Program Manager (MBA) | Advanced Manufacturing May 2018 – August 2018**
    - i. Developed an automated capacity planning and resource allocation model to optimize engineer assignments in advanced manufacturing. This resulted in savings of over \$1.2M and freed up more than 200 hours annually.
    - ii. Created the supplier QBR and spend management dashboards for Devices advanced manufacturing teams to analyze supplier performance and spending. These dashboards saved over 40 hours per quarter.
    - iii. Supported three NPI launches and led a Six Sigma project that saved approx. \$2M annually across line readiness, product validation, and launch processes through automated earned value analysis.
    - iv. Collaborated with Contract Manufacturers to ensure factory lines were prepared and conducted analysis to support efficient product validation tests for Hardware, Engineering, Design, and Product phases.
  - **Golder Associates Limited. Calgary, Canada | Consultant | Engineering & EHS Projects January 2016 –July 2016**
    - i. Delivered over 10 consulting projects, 100% on schedule and budget.
    - ii. Managed a consulting team of 10 consultants and managed safety and risk management portfolio delivering two multi-award exploration projects across western Canada on budget and schedule with zero reportable incident.
  - **BHP Billiton Canada. | Program Engineer/Risk Manager | Capital Projects & Operations Readiness May 2012 –March 2015**
    - I. Supported the \$12B Jansen three green field exploration and drilling project delivery and several enterprise-wide systems launches. Streamlined EPCM contractor management, mitigated material risks, and collected data on earned value and safety KPIs, achieving 100% earned value and zero reportable incidents.
    - II. Managed a team of four site engineers and oversaw project studies, prevention through design initiatives, design reviews, budgeting, and program implementation and rolled out two enterprise-wide SAP & Stature risk management systems.
    - III. Used Solver linear programming to optimize project man-hours allocation and product supply to emerging markets, resulting over \$10M in savings over five years and managed over \$800MM annual budget with 95% cost efficiency.
  - **Access Bank LLC. | Regional Manager | e-Product Management & Financial Operations July 2006 – September 2009**
    - i. Optimized southwest region e-products portfolio, trimming costs by 15% and elevating e-card utilization by 25%.
    - ii. Launched three new electronic products lines, eliciting 90% customer satisfaction via innovative product design.
    - iii. Turned around the utilization of e-products and generated a revenue net-positive of 160% YoY.

## Professional Certifications

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- Certified Business Analysis Professional (CBAP), IIBA, Certified Scrum Master.
- Applied Data Science Lab, World Quant University. [See details](#)
- CC – Certified in Cybersecurity, ISC2. [See details](#)
- Product School: Product Tech Stack, Strategy & Roadmap, Product-Led Growth, Analytics, & Launches.
- Microsoft certificates on Coursera: Data Science and Data Engineering.
- IBM certificates on Coursera: Full-Stack JavaScript Developer, Product Manager, & Project Manager
- Google certificates on Coursera: Adv. Data Analytics, Business Intelligence, and UI/UX Design, Project Mgmt.
- Meta certificates on Coursera: Front-End and Back-End Developer, React Native and Database Engineer.

## Co-curricular Activities

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- Member, International Institute of Business Analysis (IIBA).
- Co-Founding Member, SparkInnovation, the first Arizona State University MBA Start-up.
- President, Arizona State University Business Information Management Association (BIMA).
- College Soccer Mid-fielder, Edokpolo Senior Secondary School.

## Social Responsibilities

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- **Founder & Program Lead:** *Future Leaders Scholarship Program*, Program that provides scholarships to 12 high school kids from inner cities in Africa annually.
- **Board Member, Board of Directors**, *Global Visionaries, Seattle, WA*. Non-for-Profit organization leading, driving and envisioning a future where young people are boldly leading an inclusive movement for environmental and social justice.
- **Volunteer MBA Consultant:** *Junior Achievement of Arizona*, Supported Junior Achievement of AZ President to develop business performance metrics and implemented a streamlined tool for donation management.
- **Volunteer MBA Consultant:** *Saint Vincent de Paul Society*, supported Saint Vincent de Paul Society's management team to automate their Inventory Management System, leading to annual cost savings exceeding \$50,000.
- **Community Pet Projects:** I developed two free apps as pro-bono community support initiatives. One app helps thousands of US colleges and community college medical school applicants in selecting schools during the application process. The other app aids thousands of GRE candidates in their verbal examination preparation. Visit <https://medschool.streamlit.app/> and <https://grewords.streamlit.app/> to learn more.