**ADEBUSOYE Adedeji MBA/PMP**

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**PROFESSIONAL EXPERIENCE**

2013 – Date **Syngenta Crop Protection AG**

***Global Product Portfolio Manager – Switzerland (2015 – Date)***

* Managing a $0.8m project in Senegal to improve small holder farmer access to improved seeds to boost productivity
* Facilitating product portfolio definition process and product life cycle management for the seed treatment unit in Syngenta

***Technical Lead – Nigeria (2013 - 2015)***

* Managed 16 people to transform agriculture in Nigeria through over 100 farm demonstrations across the country
* Was appointed to join the management committee with over 40 people in the organization
* Developed and implemented the commercial/large scale farmer strategy, thereby creating a new key account segment
* Profiled and managed the selection of regional distributors across the country with an aim to understand their commercial strength, geographic reach and category expertise
* Managed a consulting engagement and developed the commercial soybean strategy for Nigeria
* Developed training materials & crop programs which has been used to train over 6,000 farmers on best agronomic practices and Syngenta protocols for rice and corn
* Led a market intelligence exercise, connecting with ~2000 farmers to understand agronomic practices in Nigeria

2008 – 2012 **Procter & Gamble**

***IT Business Partner, Distributor Operations – Sub-Sahara Africa, SSA (2011 – 2012)***

* Managed 3 people as business partner and was responsible for their performance reviews and career advancement
* Implemented business intelligence reporting platform, providing real-time data connectivity with all distributors in SSA
* Developed a 2-year operations optimization project strategy with 50% reduced overhead, resulting in 40% improvement in the efficiency of 13 strategic distributors in SSA
* Managed the client engagement relationship with the SSA top management; aligning project scope and funding; communicating milestones; persuading to invest in projects and effectively escalating issues arising

***IT Business Analyst, Distributor Operations – West Africa (2010 – 2011)***

* Mastered the distributor operations process within 1st 3 months of assignment and subsequently led a multifunctional team of experts to develop a distributor operations manual; this manual became the KPI for auditing distributor processes
* Conducted an assessment and analysis of process capability gaps for 7 Nigerian distributors and submitted a recommendation for the business process transformation which was approved
* Outsourced to and negotiated the development of distributor reporting platform with an external IT vendor to leverage expertise across 7 distributors, resulting in standardized reports and 30% faster implementation time
* Managed a team of 19 to implement a country-wide ERP project for 7 Nigerian distributors, enabling 100% inventory visibility and improving report accuracy by 20%, thereby saving ~$1m on account of improved inventory management

***IT Business Analyst, Marketing, Sales & Finance – Europe, Middle East & Africa, EMEA (2008 – 2010)***

* Led the development and pilot of a SMS-based mobile phone application for sales & inventory management and supervised it’s roll-out to all Nigerian sub-distributors, providing them with sales and inventory data visibility and resulted in $1m annualized sales growth and 20% reduction in stock – outs
* Led the development and deployment of a SaaS tool for managing marketing budget approvals replacing legacy systems
* Led a $0.2m STEAM simplification project for the Western Europe region, which removed 30,000 unnecessary touch points in document approval process, reduced approval process time by 15% and sped up approval time by 6 working days
* Built a regional team of STEAM key users among the marketing and finance functions and leveraged them for functional STEAM support in their different markets, leading to unprecedented STEAM user satisfaction score of 4.7/5.0
* Launched a brand management application in Nigeria, South Africa, Morocco and Kenya within 1st 3 months in the company; this improved project visibility as well as speed and quality of decision making
* Trained over 500 P&G employees from marketing, finance, sales & supply chain functions at different times on different web applications, systems and their related business processes
* Pioneered the 1st P&G business school which was aimed at developing P&G’s brand recognition among students and preparing students for a career in the company

**Awards**

* ACE award for top 10 exceptional employees out of over 140 employees in West Africa
* Pearl "Power of You" award for demonstrated leadership in piloting a mobile phone application
* Two (2) Silver "Power of You" awards for excellent & outstanding competency development respectively

**EDUCATION**

2012 – 2013 **INSEAD** Master of Business AdministrationMBA, 2013 **Singapore**

* Majors in General Management & Operations

2001 – 2007 **Obafemi Awolowo University** BSc. Chemical Engineering (4.70/5.00 – top 3%) **Nigeria**

**LANGUAGES** English (Fluent), Yoruba (Native), French (Basic)

**OTHER EXPERIENCES**

2016 - Date **Advisor**, Escape Room Nigeria – 1st and only escape room game in Nigeria **Nigeria**

2016 – Date **Advisor**, Charme – Nigeria’s first beauty and wellness on demand service **Nigeria**

2015 – Date **Advisor**, MyTripAmigo – A start-up bringing artificial intelligence into trip planning  **Canada**

2012 – 2013 Independent Study Project on commercializing a patented IP at INSEAD **Singapore**

2012 – 2013 Market Validation for a SMS based local search service in Nigeria **Nigeria/Singapore**

2010 – 2012 **Co-Founder, DKSR – A project management training firm Nigeria**