

**Name: Basil Obasi**

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### Experience Summary

I am a senior operations manager with a proven track record of driving profitability and directly impacting the bottom line. At my current company, I led the effort to double Annual Recurring Revenue (ARR) in under 12 months while managing a team of 50+ individual contributors and quadrupling (4x) our hardware fleet of 3D devices within the same period.

### Professional Experience

#### **Position: Senior Manager of Fulfillment**

Company: BinSentry Inc, Canada (2024 – Present)

Responsibilities:

- Leading the hiring and management of all service partners within the company's network, ensuring proper training and performance alignment in line with predefined targets
- Oversaw the rapid scaling of the company's hardware fleet from 10,000+ to 40,000+ installed devices within 12 months, optimizing work order flows and delegating execution to service partners, while keeping service costs under 7% of revenue
- Working with the COO and Executive Leadership Team to outline production and installation forecasts
- Managing inbound and outbound device logistics to and from North America and Brazil

#### **Position: Operations Specialist**

Company: BinSentry Inc, Canada (April 2024 – October 2024)

Responsibilities:

- Supporting hardware production forecasting in collaboration with senior supply chain and assembly managers, ensuring lean, efficient operations aligned with growth and demand
- Working with data and finance teams to analyze cost and performance data, ensuring accurate monthly and quarterly reconciliations that drive informed, data-backed decision making
- Managed the Operations KPI project and successfully implemented decision making visualized reports to foster broad visibility into operations

#### **Position: Program Delivery**

Company: Agricorp, Canada (2022 – 2024)

Responsibilities:

- Managed delivery of government-backed insurance and risk management programs to agricultural producers across the province
- Coordinated cross-functional teams to ensure timely, accurate program execution under tight regulatory timelines
- Supported policy updates, data validation, and producer outreach to ensure compliance and program effectiveness

### Education

**Bachelor's degree in computer science** (University: FUTO)

### Tools

**Tableau, HubSpot, Notion, ChatGPT, MS Suite, Odoo MRP, Amplitude, Jira, Trello, GitHub, Figma, Slack, WordPress, SQL, Google Analytics, Confluence, Timeero, QuickBooks, Excel, VSCode**