

CHIEBUKA ITANYI

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EDUCATION

2020 - 2021	Imperial College Business School <i>MSc Innovation, Entrepreneurship & Management</i> <i>Core modules: Technology & Innovation Management, Entrepreneurship</i>	London, UK
2017 - 2020	The London School of Economics <i>BSc Accounting & Finance</i> <i>Graduated with a First-Class Honours</i>	London, UK

WORK EXPERIENCE

2022	Amazon Brand Specialist (9 months) <ul style="list-style-type: none">Created effective business strategies to improve vendors' sales performance by 20% during deal events and brand visibility while delivering quality vendor experience.Provided support to drive category growth through analysis of business inefficiencies and identified opportunities for business improvement that increased efficiency by 20x in Retail & Hardware.Lead weekly presentations with assigned C-level vendors to build and develop positive relationships	London, UK
2021	The Foundation – The Customer-Led Growth Company Business Analyst (9 months) <ul style="list-style-type: none">Worked with and ran over 5 projects for high-profile clients, such as HSBC and United Utilities, where I was responsible for financial planning, budgeting and creating future cost-based forecasts.Specialised in project management, which included tracking project progress and running individual work streams, while also monitoring over 10 sets of C-suite and junior client relationships.Carried out both primary and market research with analysis, which was presented to C-suite clients.	London, UK
2021	Salesforce Mini Internship Programme (1 month) <ul style="list-style-type: none">Elected as CEO of the fictitious consulting company, NewHorizon, by 26 interns. Led them in providing Salesforce with novel innovations to combat mental health issues among its employees.Created and presented a consulting pitch to over 50 Salesforce CEOs and executivesCollaborated with other interns over a 5-day span to produce a high-quality presentation, while also providing a framework and strategy to successfully implement our ideas.	London, UK
2019	Pipo Partnerships Manager Intern (3 months) <ul style="list-style-type: none">Identified and prospected sales leads of over 20 organisations, using pipeline generation skills to source and communicate product development to C-Level and Executive stakeholdersCreated and generated profitable opportunities for revenue growth and developed actions plans for business development and improved relationship management	London, UK

ACHIEVEMENTS

2019	Treasurer of the African and Caribbean Society, LSE <ul style="list-style-type: none">Generated £2,000 in revenue with a marketing team of 14 through essential collaborations with financial and multinational organisations. Reduced overall societal spending by 20%, reserving extra finances for planning, developing and launching both formal and informal events	London, UK
2018	AdalùNG Co-Founder <ul style="list-style-type: none">Created business plan and conducted industry research for ecommerce platform in apparel sectorContributed about £500 for market analysis and production, focusing on business development, planning and sales management, earning nearly £1,000 in revenue from its first collectionCollaborated with local artisans and influencers to increase sales by 15% each quarter	Abuja, Nigeria

ADDITIONAL SKILLS

IT SKILLS

RStudio (Intermediate), SQL (Intermediate), Tableau (Intermediate), Microsoft Office Suite (Advanced)

EXTRACURRICULAR ACTIVITIES

- Volunteered for City of Refuge Motherless Babies Home in Nigeria (Summer 2014). Worked in a team of 6 volunteers, and mentored 25 displaced orphans to improve Math and English