ADEDEJI ADEDIRAN (DJ)

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Bringing over 8 years of professional expertise in analytics and management, coupled with a proven ability to think analytically, collect, and analyze data to initiate world-class AI solutions that drive impactful outcomes.

EDUCATION		
2018	Master of Business Administration (MBA)	Texas A&M University-Commerce
2015	B.Sc. Computer Science/Economics	Obafemi Awolowo University

WORK & LEADERSHIP EXPERIENCE				
Nov 2019 – Present	Program Manager, Global Sales Operations and Analytics Visa Inc. □ Define and implement automated executive reporting solutions, measuring key performance indicators (KPIs), providing comprehensive pipeline and product reviews, and supporting sales planning. □ Lead and manage a team of data analysts, data scientists, and business intelligence professionals, providing guidance, mentorship, and career growth opportunities. □ Oversee the creation of tailored monthly reports and interactive dashboards using tools like PowerBI, Tableau, and PowerPoint, enabling executives to make informed business decisions based on data-driven insights. □ Ensure data governance and quality standards are implemented and continuously improved, maintaining the integrity and reliability of analytics outputs. □ Drive the adoption and utilization of advanced analytics techniques, including machine learning algorithms, to develop innovative solutions addressing complex business challenges and driving 23% revenue growth. □ Stay updated with industry trends, emerging technologies, and best practices in analytics to recommend advancements that enhance the organization's analytics capabilities.	San Francisco, CA (USA)		
Jan 2019 – Oct 2019	Sales Strategy & Operations Analyst Google Collaborated with program managers to generate valuable business insights, drive process improvement, and formulate effective strategies using Google Doc, Google Sheets, and Plx Dashboards. Designed and implemented data pipelines and monitoring systems to track key performance indicators (KPIs) at the business and representative levels, resulting in a notable 7% quarter-over-quarter increase in pitch rate. Provided leadership in project management and successfully managed global projects, resulting in significant time and resource savings of 40 hours per vendor headcount within the program. Recommended, developed, tracked, and reported performance metrics using PLX dashboard, Trix, and Google Doc, ensuring accurate measurement and evaluation of business performance.	Redwood City, CA (USA)		
Jun 2015 – Jul 2017	Data Analyst & Business Consultant Xerox ☐ Partnered with cross-functional stakeholders to identify and define strategic business issues that required analysis. ☐ Synthesized and consolidated findings and recommendations into concise and visually compelling presentations using Excel and PowerPoint. ☐ Utilized A/B testing techniques with Optimizely to enhance customer engagement and achieve a notable 12% increase in sales conversion rate.	Lagos (Nigeria)		
Apr 2016 – Mar 2017	 Lecturer Hassan Usman Katsina Polytechnic □ Developed and delivered engaging lectures on various computer science topics, including programming languages like Python, R, and Excel. □ Prepared and implemented lesson plans, assignments, and assessments to evaluate student learning and progress. □ Fostered an inclusive and supportive classroom environment that encourages active participation and collaboration. 	Katsina (Nigeria)		

SKILLS					
SQL/VQL/DremelSQL	Communication/PowerPoint	Salesforce/Dynamics			
Machine Learning Alg./ Python/R	Data Analysis/Research	Business Intelligence/Excel			
Data Visualization/Tableau/Power BI	Google Sheets/Doc/Slide	Google SQL/Plx/Hue/Hive/Hadoop			

PROFESSIONAL QUALIFICATIONS				
June 2017	Machine Learning for Big Data and Text Processing	Massachusetts Institute of Technology (MIT)		