

Monday Oshoikpor

STRATEGIST | CONSULTANT | MANAGEMENT

San Leandro, CA

C: (510) 345 – 8023 • oshoikpormonday82@gmail.com • www.linkedin.com/in/mondayoshoikpor

PROFESSIONAL SUMMARY

Recent Doctorate in Business Administration graduate, with 10+ years of experience managing teams, and interpreting and analyzing data to drive business solutions and create value-centric strategies. Proven record of developing consumer strategies, leading process improvement initiatives, and partnering with executives to accomplish business objectives. Excellent understanding of business operations and analytics tools for effective analyses of data. Focus on quality, leadership, and problem solving.

Areas of Expertise: Project Management, Policy, Risk, Strategy, Business Operations, Agile, Scrum

EXPERIENCE

SENIOR BUSINESS ANALYST

2017 – 2018

Bluesmart Inc.

- Partnered with stakeholders to develop tactical goals and strategies to meet strategic objectives
- Created easy-to-understand data and process models to communicate client's business requirements to stakeholders
- Developed work plans, including project scope, processes, alternatives, and risks to build business architecture on business projects
- Analyzed client business requirements and processes through document analysis, interviews, workshops, and workflow analysis
- Evaluated market research trends to gain market insights and identify business development opportunities
- Supported continuous process improvement for multiple business domains by maintaining a thorough understanding of current business processes and how they functionally aligned with other business areas
- Conducted 5+ levels of testing including functional, regression, user acceptance, integration, and performance to verify the client's needs are met

TEACHING ASSISTANT

2016

Lincoln University

- Advised undergraduate students and engaged in active service to the department and University
- Assisted course professor in design, development of evaluation tools, and grading assignments
- Partner with students one-on-one to address behavioral concerns and apply learning strategies
- Maintained record management of all student files and records

ANALYTICS MANAGER | BUSINESS ANALYST

2009 – 2016

Xerox Corporation

- Partnered with business leaders to identify issues and develop analytical solutions to drive process improvement
- Led the development of advanced analytics, statistical models, and dashboards to support key business decisions
- Performed and interpreted value analysis to identify value creation opportunities for business leading to the implementation of new marketing strategies and a 4.7% increase in revenue
- Monitored achievement of strategic, financial, and operational metrics, ensuring planned business outcomes were achieved and leading to a decrease of costs by 17%
- Aided in the development of a printers & scanners sales strategy which saw an 8% increase in conversion
- Provided weekly and quarterly financial and analytic reports to C-Suite Executives
- Analyzed the trends and retention rates of key accounts to identify opportunities, and communicated regularly with clients to understand consumer concerns and trends
- Used SPSS, Excel, and SQL to conduct focus group research on various products and increased sales by 11% due to the findings
- Awarded Outstanding Business & Sales Strategist and Employee of the Month

CEO/OWNER

2012 – 2016

Tonette-J Mart Ltd, Lagos, Nigeria

- Oversaw the daily operations of the business including business development strategy, purchasing strategy, and marketing strategy
- Developed business objectives to drive the success of long-term and short-term strategy
- Managed a team of 10 sales staff with an estimated sales revenue of \$50,000 annually
- Recruited and trained all staff to ensure a high performing team
- Maintained all financials and budgeting, ensuring all expenditures were authorized within annual budget
- Implemented internal quality control policies and information systems to maintain a high degree of data integrity

OTHER EXPERIENCE**MATHEMATICS TEACHER**

2010 – 2011

Sokoto State Educational Board

MATHEMATICS AND ECONOMICS TEACHER

2003 – 2004

Aunty Dare Memorial College

EDUCATION**DOCTORATE OF BUSINESS ADMINISTRATION**

2020

Westcliffe University

ENTREPRENEURSHIP IN EMERGING ECONOMIES

2019

HarvardX

CERTIFIED SCRUM MASTERS

2019

Scrum Alliance

SQL

2019

TestDome Ltd.

CCNA

2011

Cisco Systems

MASTER OF SCIENCE

2014

University of Lagos

BACHELOR OF SCIENCE

2009

University of Lagos

SKILLS

- SPSS
- SQL
- Tableau
- ERP
- MS Office: Word, Excel, PowerPoint, Access