

# SAMUEL FAKIYESI MBA CMGR MCFI

## BUSINESS DEVELOPMENT ANALYST

England, United Kingdom

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### PROFILE

Dynamic MBA graduate and qualified chartered manager with extensive experience in business development and operations management. Spearheaded process redesign initiatives, achieving a 25% boost in service efficiency and a 20% revenue increase through data-driven insights. Proven ability to lead teams, enhance client handling capacity, and facilitate stakeholder alignment. Expertise in performance tracking and continuous improvement methodologies, driving operational excellence and strategic decision-making.

### EMPLOYMENT HISTORY

#### ❖ BUSINESS DEVELOPMENT ANALYST, LOCALSCOPE LIMITED ..... Oct 2025

Led business transformation initiatives, redesigning operational workflows and boosting service efficiency by 25%. Conducted AS-IS and TO-BE process mapping using BPMN and SIPOC frameworks, resolving bottlenecks to cut turnaround time by 30%. Facilitated stakeholder workshops to document and validate requirements in BRDs, FRDs, and user stories.

- Developed data-driven dashboards, enhancing visibility and contributing to a 20% revenue increase.
- Coordinated UAT processes, improving system adoption and client satisfaction scores by 15%.
- Served as liaison between business stakeholders and teams, ensuring alignment on scope and implementation.

#### ❖ TEAM LEADER (OPERATIONS), NEXT STEP SUPPORT LIMITED ..... Jun 2023 — Oct 2025

Oversaw operational teams, enhancing workflow processes to elevate efficiency and service delivery. Evaluated existing methods, implementing targeted improvements that boosted client handling capacity by 20% without increasing headcount. Leveraged Monday.com and Microsoft Excel for performance tracking and data-driven resource allocation. Created performance reports and dashboards to inform management decisions.

- Championed continuous improvement initiatives, identifying process inefficiencies.
- Enhanced team output performance through effective mentoring and leadership.
- Streamlined operations, significantly increasing service delivery effectiveness.

#### ❖ SENIOR PROJECT MANAGER, SWIFT REALTORS LIMITED ..... Dec 2019 — May 2023

Oversaw operational teams, enhancing workflow processes to elevate efficiency and performance in service delivery. Evaluated existing systems, implementing improvements that boosted client handling capacity by 20% without increasing headcount. Utilised Monday.com and Excel for tracking performance metrics, improving workflow visibility, and facilitating data-driven resource allocation. Generated performance reports and dashboards to aid management in decision-making and strategic planning.

- Enhanced team efficiency through workflow redesign.
- Increased client handling capacity by 20% with no new hires.
- Improved resource allocation using performance tracking tools.
- Fostered a culture of continuous improvement in operations.

#### ❖ BUSINESS SOLICITOR, F AND A LEGAL PRACTITIONERS ..... Dec 2019 — May 2023

Provided expert advice on business incorporation, drafted legal documents, and managed case portfolios. Enhanced analytical, research, and drafting skills applicable to compliance and regulatory management. Represented clients in proceedings and negotiations, utilising strong stakeholder communication skills.

- Advised on business formation and compliance matters.
- Drafted various legal documents for diverse clientele.
- Managed multiple case portfolios effectively.

## EDUCATION

### **CHARTERED MANAGER CMGR MCMI - CHARTERED MANAGEMENT INSTITUTE – 2024 - 2026**

- Level 7 Diploma in Leadership and Strategic Planning

### **MASTER OF BUSINESS ADMINISTRATION (MBA) - YORK ST JOHN UNIVERSITY, LONDON – 2023 -2024**

Core subjects:

- Global Business Strategy
- Leading Innovation and Cultural Change
- Marketing Management and Data Analytics
- Accounting and Finance for Decision Making
- Business Development and Value Creation

Occupational skills:

- Strategic thinking and decision-making in complex business environments
- Data-driven analysis and problem-solving using business intelligence tools
- Financial planning, budgeting, and performance evaluation
- Stakeholder management and effective communication
- Leadership, team management, and organisational development
- Project planning, execution, and delivery within deadline

### **LAW (LL.B) - OBAFEMI AWOLOWO UNIVERSITY**

Core subjects:

- Contract Law
- Criminal Law
- Tort Law
- Legal Research Methods and Academic Writing

Occupational skills:

- Legal research using case law, legislation, and online databases (e.g. Westlaw, LexisNexis)
- Critical analysis and interpretation of legal principles and judgments
- Drafting legal documents, reports, and structured arguments
- Problem-solving through application of law to real-life scenarios
- Advocacy and presentation skills (mooting, debates)

## AREAS OF EXPERTISE

Business Analysis .....	<b>Expert</b>	Stakeholder Management .....	<b>Expert</b>
Process Mapping (BPMN, SIPOC).....	<b>Expert</b>	Change Management .....	<b>Expert</b>
UAT Coordination .....	<b>Expert</b>	Workflow Optimisation .....	<b>Expert</b>
Continuous Improvement .....	<b>Expert</b>	Team Leadership .....	<b>Expert</b>
Data Analysis .....	<b>Expert</b>		

## TOOLS

Agile & Waterfall Methodologies

Jira, Confluence

Visio, Miro

Gap Analysis

Data Analytics (Excel, Power Bi)

Swot Analysis

Azure DevOps