Adekunle Babasola

Results-driven Project Manager with 7 years of experience delivering on-time, on-budget projects. Proven success in driving user growth, enhancing UX, and deploying custom CRM solutions. Expertise in Agile, data-driven decision-making, product management, and cross-functional collaboration across web development, B2B software, and SaaS. Seeking a challenging role to leverage my skills within a dynamic innovative team.

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WORK EXPERIENCE

Prizeskout, Remote, Lagos & DE, USA — *Founder/ Product Manager*

A SaaS application that helps online shoppers compare prices Nov 2022 - present

- Lead product strategy to boost monthly user growth by 5,000+ in international markets (Japan, US, Canada, UK). Integrate user research, market analysis, and data-driven pricing for feature prioritization.
- Improve user experience (UX) through continuous user interviews and feedback analysis, leading to increased feature adoption and engagement.
- Expand market reach by 300% through A/B testing, market data analysis, and targeted growth strategies. Unlock new markets for increased platform access.
- Direct MVP rollout using user behavior analysis and market trends within an Agile framework. Increase engagement by 85%.

FieldDay Solutions Inc, Remote, CA, USA— *Senior Project Manager*

Provides web solutions to corporations and colleges in the United States March 2019 - Present

- Design and deploy scalable web support templates (NodeJS, WordPress, JavaScript, HTML), enhancing client engagement by 65% and decreasing support ticket resolution time by 30%.
- Lead custom CRM implementations (Salesforce, Microsoft Dynamics, AWS), ensuring seamless integration with client needs and delivering a 40% boost in client satisfaction.
- Oversee a 20+ project portfolio (digital products, R&D, ERP software), consistently meeting deadlines, budgets, and project scope requirements. Increase project efficiency by 75% while reducing overall project costs by 40%.

PM World, Remote, Silicon-Valley USA — *Program/Content Manager*

The association furthers the career of project managers and coordinators Jul 2020 - Aug 2021

- Co-developed and delivered 10+ workshops, upskilling 1500+ project managers across diverse experience levels.
- Authored a white paper and co-edited the "7 Steps to Project Success" course, demonstrating expertise and commitment to knowledge sharing.
- Contributed to the association blog, sharing insights and promoting learning.

EDUCATION

Quantic School of Business & Technology, MBA Course-Credits
Washington DC, USA
Charles Sturt University**, Project Management & Business Analysis.**
Sydney Australia
National Open University, Bachelor in Entrepreneurial & Business Mgt
Lagos, Nigeria
EU Blue Card-eligible: Second Class Honor.

RECENT PROJECTS

(2023) One-Click Shopping: Prizeskout Revolutionizes Price Comparison, Wishlist Creation, and Currency Conversion Across 100+ E-commerce Stores

(2022) Web Support Template for Rental Small Businesses in California

TECHNOLOGIES

Skills and Stack

Project Management: Agile (Scrum, Kanban), Waterfall, PRINCE2, Lean, Jira, Trello, ClickUp, Asana, Confluence, MS Project
CRM: Salesforce, Microsoft Dynamics
Cloud: AWS, Azure
Web Dev: NodeJS, WordPress, JavaScript, HTML, CSS
Data: Google Analytics, Power BI, Excel.
Productivity: Slack, Teams, Notion, MS Office, PowerApps, Evernote, Monday
Design: Figma, Invision
Plus: Product Roadmapping, A/B Testing, Market Research, User Interviews, Customer Focus.

CERTIFICATES

Ai for Product Management– 2024.
Introduction to DevOps - 2024
Product Led – Pendo.io - 2023
Scrum Master Certified - 2023
Enterprise Design Thinking – IBM
Product Management – Product School - 2020

AWARDS & HONOR

Youth Summit Delegate - 2023
World Bank Group
Star Performer of the Year - 2022
FieldDay Solutions Inc.
Most Outstanding Officer – 2020
Project Management World

LANGUAGES

Yoruba native

English C2, fluent
German A1, beginner