

# DAVID AKIN OJO

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## SUMMARY

I am a transformative leader who is an innovator, and strategic advisor with over 15 years of experience. I excel in driving data-driven transformations that enhance operational excellence and business strategy through innovative technological solutions with 100% success rate till date. At the core of my leadership philosophy are leading by example, effective communication and most importantly, team development, all driven by my belief that teamwork brings the vision to life.

## SKILLS

Strategic Planning & Execution, Business Advisory, Roadmap Development, Process Design, Data Science, Data Analytics, AI & RPA Integration, Innovative Management, Operational Excellence, Technology Strategy, Stakeholder Engagement, International Business, Client Insight & Engagement, Conversational AI Utilization, Communication, Leadership & Team Development.

## WORK EXPERIENCE

### DJMAX LLC,

#### *Strategic Advisor, Business Transformation*

**Kansas City, Missouri**

*(Mar 2024 - Present)*

- Defined business objectives and developed a strategic plan focused on enhancing business transformation and driving operational excellence. Successfully implemented 100% of transformational initiatives.
- Partnered internationally, enhancing business operations internationally in Q2 of 2024, solidifying international presence.
- Developed and deployed advanced analytical models, streamlining, and optimizing business operations. Enhanced decision-making processes by 80%.

#### *Director of Global Strategy and Operations*

*(Jan 2021 - Jan 2023)*

- Drove strategic planning efforts that resulted in a 50% increase in revenue, significantly contributing to business growth.
- Fostered strong relationships with stakeholders, achieving a 95% satisfaction rate and enhancing collaborative efforts.
- Led business reviews focused on strategic decision-making, ensuring a 90% approval rate for major initiatives.
- Provided financial oversight that led to a 20% increase in profitability through effective management and budgeting strategies.

### BNSF Railway,

#### *System Structures: SES Non-Traditional Development*

**Kansas City, Kansas**

*(Aug 2022 - Mar 2024)*

- Created and implemented the SPKR framework across projects, streamlining goal achievement and enhancing project management effectiveness.
- Led and collaborated on domestic and Canadian strategic operational business assessments with engineering leaders, resulting in innovative solutions, initiatives and a 15% improvement in organizational oversight.
- Developed and implemented advanced analytics, research plans, and methodologies to address compliance and maintenance responsibilities issues between US State DOT and BNSF Railway. Led a team to execute initiative, achieving a 100% match of assets to their rightful contracts, enhancing assets maintenance and reducing lag time by 50%.
- Developed a strategic model roadmap incorporating AI and RPA. Led a data science team to create and implement an advanced bridge inspection product, achieved 100% operational efficiency and field validation. Successfully managed cross-functional teams to bring this next-generational bridge monitoring model to fruition.
- Conducted engineering business analyses and identified potential business risks. Defined business justifications, securing over \$1.2M in emergency response funding within two months in collaboration with senior engineering leadership.
- Led the optimization of the department's Unit Cost Analysis. Managed unit cost for the department and cashflow for the bridge engineering function, overseeing over \$10M. Doubled analytical insights aiding in cost reduction by 20%.
- Led the initiative to optimize the organization's fleet operations. Restructured fleet management, achieving 100% fleet driver visibility and a 20% reduction in safety risks.
- Managed department emergency scheduling, implementing an automated system to ensure effective team response and coordination.

#### *Chicago Engineering Operations Management Trainee: Leadership Development*

*(Jan 2022 – Aug 2022)*

- Led projects up to \$500k division engineering, supervising field employees, safety, rail service, and cost controls. Engaged in audits and process improvements within six months. Received bronze award for injury free performance.
- Partnered with various departments to plan and execute work activities. Identified operational bottlenecks and presented innovative to senior leadership such as advance QR codes for inventory control and transportation logistics management.

## ADDITIONAL EXPERIENCE

### ETSU

**Johnson City, Tennessee**

#### **Business and Technology Consultant / Graduate Assistant**

*(Aug 2019 – May 2021)*

- Pioneered EMP strategies and solutions for Tennessee regional energy companies, resulting in a 30% increase in client satisfaction and innovative solutions to EMP emergency response strategies.
- Conducted in depth market research and analysis leveraging on IBISWorld for market entry, competitive strategies and global business execution.
- Provided expert consulting to cybersecurity client and regional production companies in Tennessee, enhancing their competitive edge through strategic product pricing, business development, operational efficiency and safety.
- Managed multiple projects with strategic foresight, achieving a 95% project completion rate.
- Consistently delivered impactful results through strategic analysis and informed decision-making.

## LEADERSHIP DEVELOPMENT

### **National Society of Black Engineers (NSBE)**

**Dallas, Texas**

#### **Executive Board Member**

*(Aug 2021 – Mar 2022)*

- Strategically increased member engagement by 20%, fostering a dynamic community and enhancing active participation.
- Launched innovative programs that significantly elevated involvement in the Aerospace Special Interest Group (SIG), showcasing a commitment to delivering meaningful member experiences.
- Dedicated to expanding NSBE's influence, I contributed to the organization's extended reach and impact, reinforcing its operational excellence within the non-profit sector.
- Advised the Director of the Aerospace SIG on organizational reorganization, realignment, and business practices, driving improvements in strategic operations.

### **Harvard Business School Online and HBR Advisory Council**

#### **Member**

- Participate in discussions on the intersection of business and society, entrepreneurship, innovation, and strategic business practices.
- An opt-in research community of business professionals. Reviewing exclusive content and providing insights, ensuring my growth and staying at the forefront of business innovation.

### **Board Advisory: Zero Net Homes, Space Railway Corp., BigMerce LTD**

#### **Member**

- Provide strategic guidance on strategic management, innovative solutions, and operational excellence.

## EDUCATION

### **East Tennessee State University**

**Johnson City, Tennessee**

#### **M.Eng. Tech.,**

*Graduation Date (2021)*

- Area of Focus: Strategic Management (Engineering and Technology), Innovations, Data Analytics, Operational Excellence, and International Business.

### **National Technical University**

**Kharkiv, Ukraine**

#### **B.Eng. in Oil and Gas Engineering**

*Graduation Date (2018)*

- Area of Focus: Data Analytics, Process Optimization and Technological Innovation.

## CERTIFICATIONS

### **Executive Education**

**United States**

#### **Rutgers State University**

*(Ongoing)*

- Supply Chain Excellence
- Supply Chain Management
- Global Procurement and Sourcing
- Advanced Global Procurement and Sourcing

#### **Johns Hopkins University**

*(Oct 2024)*

- Executive Data Science

#### **Massachusetts Institute of Technology**

*(Jun 2022 – Aug 2023)*

- Executive Leadership Principles
- Applied Business Analytics
- Strategic Management: Business Process Design