

ADEBOWALE FATIMAH

Multidisciplinary Analyst (Research | Business | Finance | Development)

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PROFESSIONAL SUMMARY

Versatile analyst with expertise in research, business, and financial analysis, as well as administration and business development. Skilled in data analytics and visualization, with a Business Analysis certification and a track record of delivering actionable insights and driving growth.

PROFESSIONAL EXPERIENCE

Lead, Research & Development

Flinx Realty – Lagos, Nigeria | 01/2025 – Present

- Lead research and development initiatives to identify real estate market trends, client preferences, and emerging investment opportunities.
- Designed and implemented data-driven strategies that supported the launch of 2+ new housing projects within the first six months, improving project viability and market acceptance.
- Conducted financial and market feasibility studies, providing insights that enhanced project planning and reduced investment risks.
- Collaborated with cross-functional teams (marketing, sales, and operations) to align R&D findings with business strategy, resulting in a 15% increase in lead conversion rates.
- Developed business intelligence reports and presentations that guided executive decisions on property acquisition, pricing models, and customer engagement strategies.
- Spearheaded client and stakeholder feedback research, leading to the improvement of service delivery and overall customer satisfaction.
- Mentored junior analysts and interns, building team capacity in research methodology, data visualization, and real estate analytics.

Head of Business Development & Business Analyst

GOPOD Strategy Limited – Lagos, Nigeria | 09/2022 – 01/2025

- Spearheaded business development initiatives that expanded client base and boosted company profitability by 35% within 12 months.
- Designed and implemented innovative protocols that streamlined operations and accelerated product/service rollouts, reducing time-to-market by 20%.
- Directed cross-functional teams in the successful execution of 10+ high-impact projects, ensuring alignment with organizational strategy and client expectations.
- Forged and managed strategic partnerships that increased the firm's visibility and market reach across key industries.

- Produced and published research reports and policy articles, strengthening the company's reputation as a thought leader in strategy and business growth.
- Conducted policy and market evaluations, providing actionable insights that shaped executive decision-making and improved compliance efficiency.
- Oversaw editorial content development and corporate communications, enhancing brand credibility and stakeholder engagement.
- Designed and executed growth strategies that consistently exceeded performance targets and positioned the firm for sustainable long-term success.

Head of Research

Reputation Nominees – Lagos, Nigeria | 09/2022 – Present

- Led the research unit, overseeing design, execution, and delivery of projects that informed business strategy and organizational growth.
- Directed publication efforts, including contributing to a paper submitted to the Afreximbank Call for Papers (2025) on technological innovation and trade development in Africa.
- Trained and mentored 50+ research enthusiasts through workshops and practical sessions, enhancing research capacity and analytical skills.
- Authored and co-authored 5+ academic and policy papers, strengthening the company's thought leadership in research and business development.
- Spearheaded financial and business forecasting models that improved budgeting accuracy by 20% and guided long-term strategic planning.
- Successfully led special projects that resolved complex problems, directly influencing management decisions and business direction.

Financial Analyst

GOPOD Strategy Limited – Lagos, Nigeria | 01/2022 – 05/2025

- Conducted in-depth financial analysis, budgeting, and forecasting, supporting executive decision-making and long-term strategic planning.
- Developed financial models that improved revenue forecasting accuracy by 25% and optimized cost structures across multiple projects.
- Monitored financial performance, prepared detailed monthly/quarterly reports, and presented actionable insights to senior management.

- Collaborated with cross-functional teams to evaluate the financial feasibility of 10+ new products and business initiatives, ensuring profitability and risk mitigation.
- Provided investment and partnership analysis that contributed to a 30% increase in company profitability during tenure.
- Streamlined reporting processes, reducing turnaround time for financial reporting by 20%, improving efficiency and compliance.

Head of Administration

GOPOD Strategy Limited – Lagos, Nigeria | 04/2021 – 07/2021

- Directed administrative and HR operations, ensuring smooth workflow, regulatory compliance, and efficient office management across all departments.
- Oversaw accurate data management, supervising the entry and record-keeping of **1,000+ client and employee records** in the firm's management software.
- Compiled and analyzed daily reports on registrations, employee activities, and financial accounts, improving operational reporting efficiency by **20%**.
- Designed and implemented HR policies covering recruitment, onboarding, and performance management, reducing employee turnover by **15%**.
- Provided effective solutions to client and employee concerns, maintaining a **90%+ satisfaction rate** throughout tenure.
- Introduced process improvements that enhanced organizational documentation, compliance, and service delivery.

Graduate Teacher (NYSC)

The Godswill College – Ogun, Nigeria | 08/2021 – 07/2022

- Taught and mentored senior secondary students in **Government and Civic Education**, improving overall class performance by **20%** during service year.
- Designed and delivered engaging lesson plans, fostering critical thinking, research, and analytical skills among students.
- Organized extra tutorials and mentorship sessions that supported students' academic and personal development.
- Assisted school administration in record-keeping, event coordination, and student performance evaluations.

EDUCATION

*B.Sc. Political Science – First Class Honours
Osun State University, Osogbo, Nigeria | 07/2021*

- Graduated top of class, ranking in the top 2% of the faculty.*
- Coursework and projects emphasized research methods, policy analysis, international relations, and data-driven decision-making.*

AREAS OF EXPERTISE

- Research & Data Analysis
- Business & Financial Analysis
- Business Development & Strategy
- Market & Policy Research
- Project Management & Operations
- Administration & HR Management
- Real Estate Market Research & Feasibility Studies
- Data Visualization & Business Intelligence Tools
- Stakeholder Engagement & Partnership Development
- Report Writing, Publications & Thought Leadership

PROFESSIONAL TRAININGS AND CERTIFICATIONS

- Project Management – Piston & Fusion, 2024
- Corporate Strategy Bootcamp – GOPOD Strategy Limited, 2023
- Strategic Bootcamp – GOPOD Strategy Limited, 2022
- Introduction to Business Analysis – Business Analysis School, 2022
- Health, Safety and Environment (HSE) – ISPON, 2021/2022
- Negotiating Dangerous Conflicts – Society for Peace Studies and Practice, 2021
- Corporate Governance and Audit Committee Workshop – ICSAN, 2020

INTERESTS

- Business Intelligence & Data Analytics
- Governance, Politics, and Development Studies
- Strategic & Project Management
- Administrative Leadership & Organizational Efficiency
- Research, Publications, and Thought Leadership

VOLUNTEER EXPERIENCE

- **Data & Business Analyst** – Chartered Institute of Transport Administration of Nigeria (CIoTA)
Provided data analysis and business insights to support transportation policy development and organizational growth.
- **Business Development Officer** – Autopointe Quick Fit
Assisted in developing marketing strategies, identifying growth opportunities, and strengthening customer engagement for a start-up automotive service provider.
- **Project Manager (Remote)** – VolunteerMatch
Coordinated virtual projects, managed volunteer teams, and implemented processes that improved project delivery and efficiency.

REFEREE

- To be provided upon request