

Adedapo “Ade” Odusami

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EDUCATION

Duke University, The Fuqua School of Business

Durham, NC

Master of Business Administration

May 2026

Recipient of a merit-based scholarship, Consulting Club, Technology Club, Black Business Student Association FY Student Affairs Cabinet.

University of Maryland Baltimore County

Baltimore, MD

Bachelor of Science in Financial Economics, Minor in Information Systems

Aug 2019

Shattuck Family Entrepreneurship Scholar, Co-President of the African Student Union, Student Government Cabinet Member, Shriver Center Impact Scholar, Global Brigades Lead Coordinator & Treasurer.

PROFESSIONAL EXPERIENCE

Centeva

Rockville, MD

Project Manager

Jun 2023 – Jul 2024

- Led a project to modernize a government agency’s online platform, serving as the primary point of contact and managing all related initiatives, resulting in a 25% reduction in processing time and \$10M in annual cost savings.
- Effectively communicated with stakeholders and business partners to understand their business needs and translate them into feasible technical requirements.
- Collaborated with cross-functional teams, including developers, UX/UI designers, and system architects, to execute technical requirements and ensure alignment with project objectives, achieving 100% of delivery milestones.
- Managed the system backlog and prioritized tasks across 4 distinctive delivery phases and 20+ system deployments; led bi-weekly strategic meetings with senior leadership to report on project progress.

Accenture Federal Services (AFS)

Washington, D.C

Product Management Consultant

Oct 2022 – Jun 2023

- Developed 25+ executive briefs, policy documents, and standard operating procedures, increasing operational efficiency by 40% and advising on the retirement of underperforming products, saving \$5M annually.
- Facilitated strategy and operations projects for a government agency, streamlining business models and enhancing product offerings to drive revenue growth.
- Boosted client sales by 22% through strategic optimization of e-commerce platforms, improving customer experience and engagement.
- Delivered ROI-driven business case models to C-suite executives on new product ventures, contributing to strategic decision-making and market positioning.

Growth and Strategy Analyst

Oct 2021 – Oct 2022

- Secured \$44M in awarded work by formalizing response documentation for government solicitations, aligning Accenture’s capabilities with client needs.
- Led targeted growth campaigns that drove a 30% increase in revenue while boosting customer engagement.
- Collaborated with developers to enhance the functionality of the client’s online platform, resulting in a more user-friendly experience and streamlined customer interactions.

Business Analyst

Dec 2019 – Oct 2021

- Coordinated development efforts to redesign clients' online platforms, resulting in the streamlining of their customer application process and reducing annual staff work hours by 15%.
- Facilitated workshops to gather client requirements and create tailored solutions, achieving a 99% accuracy rate in customer application information captured.
- Oversaw the migration and validation of over 10K historical records into a custom Salesforce web application, resulting in a unified and accurate data repository for client use.

ADDITIONAL INFORMATION

Certifications: Certified Product Owner/Product Manager, Certified Scrum Master (CSM), Agile Certified Professional (ICAgile)

Skills: Microsoft Office Suite, MS Project, Agile/Waterfall, SQL Language, Data Analysis, Salesforce Development, Jira, Figma, Tableau

Interest: Traveling, Volunteering (College Night at UMBC Volunteer, Relay Elementary School Mentor, Global Brigades Coordinator:

Led an 8-person volunteer group to serve local business owners in Darien, Panama)