

# ABIMBOLA DARAMOLA MSc. PMP, CBAP, ITIL

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## PROJECT EXECUTIVE

Project and transformation leader with 15+ years of international experience delivering complex capital, infrastructure, commercial investments and enterprise transformation initiatives across public and private sectors. Proven success leading multimillion to multibillion-dollar initiatives through strategic planning and execution, stakeholder engagement, governance frameworks, risk mitigation, contractor oversight, commercial negotiations and high-performance teams.

## CORE COMPETENCE

Project execution | Major Capital Projects | Project Governance | Risk Management | Vendor Management | Executive Reporting | Value Optimization | Performance Improvement |

## PERFORMANCE HIGHLIGHTS

- Led successful implementation of a city-wide CRM program delivery for the City of Saskatoon, generating approximately \$1.4M benefit realization. program planning and implementation of a multi-million-dollar complex Customer Relationship Management (CRM) system throughout a major city in Canada, reducing the annual operating costs, increasing operating efficiencies and improving service delivery for almost half a million citizens.
- Led the strategic execution of a major gas-to-power initiative resulting in a \$112 million World Bank Partial Risk Guarantee (PRG) enabling additional 560MW generation to the national grid.
- Championed a \$1.4B power generation project in partnership with Energy China
- Negotiated and championed commercial agreements totaling \$3.8B over 20-year terms.
- Directed growth and investment strategies, leading to additional commitments of \$50M.

## RELEVANT EXPERIENCES

### CITY OF SASKATOON - CANADA

Jun 2021 – to date

#### IT Program Lead

- Directing cross-organizational program teams through project lifecycles from ideation to closure, navigating complex project milestones and integrations across the organization.
- Managing overall project team activities and monitoring progress, including project health, capacity planning, developing and mentoring staff, and internal process improvement activities.
- Facilitating stakeholder engagement and communication across the organization, including strategic update meetings, workshops, executive approval and multiple demand management processes.
- Responsible for daily portfolio management and reporting; planning, implementation, and finalizing all aspects of project life cycle, improving existing processes, and generating performance reports for data transformation.
- Working in partnership with leaders of other project delivery disciplines to optimize the end-to-end project planning and execution process.
- Assisting one or more major business units by acting as the thought leader for program-related activities: turning strategic plans into programs, identifying project framework, defining resource needs, and navigating the resource-demand processes.

### HAWKSWORTH STRATEGY ADVISORS

Aug 2019 – Jun 2021

#### Director of Projects

- Provided strategic leadership and expertise to assigned portfolio including product development, management of systems and performance improvement programs.
- Overseeing technical delivery and advisory support on a variety of projects, effectively managing resource allocation, unique dependencies, and critical paths.
- Developed business plans and go-to-market strategy to assess new opportunities in energy companies and other early-stage SaaS technology companies leading to additional capital investments of \$50m.
- Successfully managed, revamped, and implemented environmental and quality management systems - ISO management recertification process for a \$1.4B power infrastructure company.
- Developed internal governance, performance improvement, monitoring compliance to frameworks and processes, audits and gap analysis, recommendations for correcting nonconformities, and organizational change management.
- Provided strategy advisory and strategic direction to assess economic and environmental viability of \$20m land reclamation towards agricultural and 500-unit estate development. Based on research findings, recommended potential environmental management and market entry strategies – projects expected to create 5,000 direct and indirect jobs over 10 years, and \$50m additional government revenue.

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## JUBILEE LIFE MORTGAGE BANK PLC

Aug 2016 – Jul 2019

### Project Leader

- Responsible for overall management and supervision of strategic initiatives and banking operations for a regional mortgage bank. Championed corporate strategic planning, performance management, and high-stakes cross-functional digital transformation projects across sales, product, and business operations.
- Redesigned and transformed strategic planning processes and led change initiatives, including the deployment of electronic banking solutions, executing personal banking products strategy, and loan application system automation, which facilitated the achievement of business banking strategies by significantly upgrading competitive standing and increasing revenue and profitability by 50% and 300%, respectively.
- Renegotiated mortgage service offerings and non-performing loans (loan workouts) to unlock \$10.5m receivables within 18 months.
- Redesigned mortgage banking products, credit risk assessment models, pricing strategy, and controls to improve asset liquidity, changed the product from a vanilla fixed-rate mortgage to rent-to-own, and improved top-line revenue by 40% within 12 months.
- Successfully managed the acquisition of property portfolio operations and reporting with private equity analysis, portfolio management attribution, and performance calculations.

## SEVEN ENERGY INTERNATIONAL

Jan 2012 – May 2016

### Project Manager

- Led strategy and analytics for account management and go-to-market operations for \$2.5B energy infrastructure operations business.
- Developed expanded metrics and framework for managing and prioritizing B2B customer pipeline and significantly improved time-to-close by 25%.
- Managed customer due diligence and strategy analysis of new business opportunities, including review of deal documents, and developing business cases, while identifying critical business risks and risk management strategies across 10 new business deals worth \$200m per annum.
- Negotiated long-term sales agreements with joint venture partners and new B2B customers, securing four (4) new long-term sales deals worth \$3.8B over a 20-year term.  
Supported new product strategy initiatives and conducted qualitative and quantitative research, market analysis, feasibility studies, data analysis, and risk assessment of potential revenues, profit margin, and return on investment. Developed management presentations towards approval of new \$200m per annum product line/business initiatives.

## BIRMINGHAM CITY UNIVERSITY - UNITED KINGDOM

Apr 2008 – Dec 2011

### Regional Coordinator

Led in-country marketing, business partnerships, and day-to-day business administration including stakeholder communications, proposal development, and presentation of reports to a broad range of stakeholders.

- Led marketing campaigns and B2B partner strategy execution with educational institutions across Africa, resulting in \$2.5m in sales surpassing revenue targets by 40%.
- Established a data-driven methodology for business metrics analysis, and KPIs measurement to ensure periodic recommendations are reported to Senior Leadership.

## EDUCATION & CERTIFICATIONS

- University of Saskatchewan, MSc. Environmental Sustainability Sept 2019 – Aug 2020
- University of Lagos, BSc. Chemistry Apr 2003 – Nov 2007
- ISO 27001, Information Security Lead Implementer - 2017
- Project Management Professional, PMP Certification – Jul 2018
- Certified Business Analysis Professional, CBAP Certification – Aug 2020
- Information Technology Infrastructure Library ITIL 4 – Jun 2022
- SAFe® 6.0 Product Owner/Product Manager (POPM) – Nov 2023