

Mayowa Adeoti

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Professional Summary

Experienced Program Management, AI Transformation and Business Operations leader with 10 years driving multimillion-dollar growth, enterprise AI transformation, and operational excellence across Microsoft, IBM, and high-growth startups. Proven track record of building and executing global roadmaps, scaling cross-functional teams, and delivering measurable impact through AI-driven automation, product-led growth, and go-to-market strategy. Expert in leveraging AI, data, and analytics (ChatGPT Codex/Claude Co-Work, SQL, Power BI/Tableau, Excel) to accelerate decision-making, improve forecast accuracy, and unlock revenue and efficiency gains. Strong C-suite partner with deep expertise in Generative AI, and enterprise AI adoption across complex global organizations

Experience

MICROSOFT — New York, United States

August 2024 – Present

LEAD PROGRAM MANAGER

- Built a \$3M six-months growth roadmap by leading cross-functional scenario planning exercises within Microsoft 365 and Copilot, identifying high-impact product and regional expansion opportunities that supported a 25% CAGR target
- Designed an Agentic PMO framework that integrated AI agents, Microsoft Copilot, workflow automation, and executive decision intelligence to automate portfolio governance, risk management, executive reporting, and resource planning, reducing manual program operations by 50% while providing real-time portfolio visibility across multiple strategic initiatives
- Established governance frameworks and guardrails, delivery cadences, and KPI metrics to improve operational transparency and accountability across delivery teams, reducing delivery cycle times by 20% and strengthening financial forecasting accuracy and resource utilization efficiency
- Led AI adoption and change management efforts for Microsoft 365 Copilot deployments by creating practical training materials, executive updates, and user enablement workflows that helped teams integrate AI into their daily work more effectively
- Reduced strategic-insight turnaround time by 30% through the design and rollout of an automated SQL/Excel dashboard library training 50+ stakeholders to self-serve key metrics and surfacing weekly trend briefs
- Led a team of 12 team leads in defining product lifecycle for Microsoft 365 and Copilot, driving product-led growth in enhancing customer excellence and driving product adoption of Copilot to increase revenue and gain AI market share

HOTTA — Valencia, Spain

March 2024 – July 2024

Hotta, formerly called Therminer is a renewable energy firm who specializes in harnessing heat emitted by data processing equipment to generate usable heat, aimed at enhancing energy efficiency and reducing consumption costs

GTM STRATEGY & BUSINESS OPERATIONS

- Developed a go-to-market strategy and roadmap for renewable energy products, using competitive intelligence and trend analysis tools, targeting a projected 20% market share increase within six months to accelerate growth
- Improved end-to-end operational efficiency by 25% by mapping and standardizing critical processes across sales, finance, and operations, closing four major workflow gaps and eliminating redundant manual handoffs
- Reduced executive reporting time by 60%, building a suite of Tableau dashboards and templated executive slides that automated kpi extraction across marketing, sales, and customer success, freeing 20 analyst-hours per month for strategic work
- Grew buyer retention by 15% via a hypothesis-driven churn analysis, collaborating with product and customer success to deploy targeted in-app interventions and measure incremental impact

MICROSOFT — Barcelona, Spain

October 2021 – April 2023

SENIOR BUSINESS PROGRAM MANAGER

- Developed executive-ready business strategies and market expansion plans across five countries, driving 20% revenue growth and 15% market-share expansion by translating customer insights into scalable business initiatives
- Led tech skills building projects to increase tech talent pipeline for potential hiring opportunities for clients and within Microsoft through high-impact workshops, managing logistics for 10+ AI/Cloud/Cybersecurity impact sessions with 200+ participants, ensuring 95% attendee satisfaction, delivering polished content and interactive learning experiences
- Designed the user experience of Microsoft Leap as a Service website, with focus on identifying opportunities to enhance business by 12%

SAFETYSMART AFRICA — Lagos, Nigeria

August 2019 – September 2021

SafetySmart Africa is an EdTech startup dedicated to delivering cost-effective health, safety and cybersecurity services to businesses in Africa

SENIOR STRATEGY AND BUSINESS OPERATIONS

- Built a \$50M two-year growth roadmap by leading cross-functional scenario planning exercises within the business, identifying high-impact product and regional expansion opportunities that supported a 25% CAGR target
- Increased customer-success deployment by 25%, and optimized go to market prioritization, performing quantitative segmentation and win loss analysis that increased deal win rates by 15% and accelerated time to value for small, medium clients
- Elevated cross-functional impact, channeling team insights into product roadmap by formalizing feedback loops with product and revenue operations resulting in three prioritized feature enhancements that increased technical adoption rates by 15%

REVENUE OPERATIONS LEAD

- Grew forecast accuracy from 20% to 5% by redesigning the end-to-end revenue planning process, implementing real-time pipeline dashboards in Looker and standardizing forecasting cadences with GTM leadership
- Reduced end-to-end project delivery time by 30% by leading a cross-functional overhaul of technology operating rhythms, streamlining kickoff-to-deployment milestones, dependencies, and resource allocation across engineering and IT teams
- Enabled investor confidence through polished board and investor-update materials, delivering quarterly board decks and executive summaries that supported our Series B follow on secondary and raised an additional \$16M in growth capital
- Secured \$8M in incremental budget for strategic CTO initiatives by building robust business cases and financial models, clearly articulating ROI and execution plans to senior leadership and board stakeholders
- Increased cross-team productivity by 25% through the rollout of standardized Jira and Confluence frameworks, training 100+ engineers and IT staff on best practices for sprint planning, issue tracking, and documentation

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IBM — Dubai, United Arab Emirates

July 2015 – June 2019

PROGRAM MANAGER

- Built strategic relationships with government executives and corporate leaders expanding IBM business and IBM digital education initiatives in 17 countries across Central, West & Southern African countries
- Executed 22 social responsibility and technology projects with NGOs and foundations, enhancing youth job employability in Nigeria
- Developed a centralized stakeholder engagement strategy that raised revenues by 12% via increased IBM product adoption
- Exceeded technology education targets by partnering with the federal government to expand digital skills to reach over 500,000 individuals

ACCOUNT MANAGER

- Drove a 35% increase in IBM PaaS platform adoption by collaborating with C-level stakeholders to define and track clear success criteria, directly contributing to a 25% year-over-year ROI increase across key enterprise accounts
- Secured a 95% renewal rate and generated \$1.2M in expansion ARR by leading quarterly Business Reviews that quantified customer ROI, surfaced upsell opportunities, and reinforced Abnormal's value as a strategic partner
- Expanded partner-co-sell revenue by 60%, establishing five new One Commercial Partner alliances, jointly developing go-to-market proposals, and executing co-branded consumption campaigns that netted an additional \$8 million in bookings
- Partnered with segment sales leaders to diagnose and remediate top three friction points in the \$7B+ pipeline, rolling out targeted playbooks and scorecards that improved average deal progression time by 20%
- Created a cadence and risk-scoring model that identified at-risk accounts 45 days sooner, enabling targeted interventions that lifted net dollar retention by 18% year-over-year

CLOUD ADVOCATE

- Championed emerging cloud technologies through 90 IBM Cloud events, directly engaging with over 1,600 students
- Advocated for cloud adoption across 25 universities and technology hubs, fostering academic and industry collaborations

Education

IESE BUSINESS SCHOOL, BARCELONA, SPAIN

2022 - 2024

Master of Business Administration (MBA) – Finance & Sustainability

HULT INTERNATIONAL BUSINESS SCHOOL, DUBAI, UNITED ARAB EMIRATES

2014 - 2015

Master of International Business (MIB)

UNIVERSITY OF LAGOS

2008 - 2013

Bachelor of Mathematics

Additional Information

Languages: English (C2 - Native), Spanish (A2), Yoruba (C2 - Mother Tongue)

Certifications / Trainings: Advance Selling; Go-to-Market Strategy; Program/Project Management (PMP, Agile/Scrum); Gen AI; Business Process Manager; Advance Selling; Product Led Growth (PLG); Data Analysis (Power BI, Tableau; Excel); Gen AI; AI Agents; Product Lifecycle Management

Relevant Skills: Strategy Planning; Commercial & Business Financial; CRM (Salesforce, Dynamics 365); Power Automate; SQL; Jira; Asana; Azure Cloud; Airtable; Team Leadership; Data Analysis; Business Intelligence; Negotiation; Vulnerability Testing

Awards & Fellowship: BCG Consulting MBA Diversity Fellow (2022 - 2024); Capstone Project Challenge Winner for Grupo Catalana Occidente (2023)

Hobbies: Traveling, Tennis, Hiking, Sky Diving