

Tobi Oniyide

Data & Business Systems Analyst | Analytics, Automation & Operations

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PROFESSIONAL SUMMARY

Data-focused business systems professional with experience across analytics, IT operations, workflow automation, technical support, documentation, and operational reporting. Builds practical systems using Python, SQL, Excel, Tableau, Power BI, AWS, and AI-assisted workflows to improve reporting quality, reduce manual work, and support business decisions.

CORE SKILLS

- Data & Analytics: Python, SQL, pandas, Excel, Google Sheets, Tableau, Power BI, KPI reporting
- Business Systems: CRM cleanup, ticket trend analysis, SOPs, dashboard-ready reporting, process improvement
- Automation: workflow scripts, ETL-style pipelines, AI-assisted research, report generation, data validation
- Technical Systems: AWS EC2, CloudWatch, Linux, Windows, VirtualBox, Git, ServiceDesk Plus
- Communication: technical tutoring, stakeholder presentations, executive summaries, cross-functional support

SELECTED SYSTEMS

- Built and operationalized a chiropractic business platform spanning product workflows, reporting, prospect management, sales enablement, client delivery, and launch readiness.
- Built an outreach operations system that integrates lead tracking, email drafting, follow-up monitoring, response capture, and reporting into a repeatable workflow.
- Built a CRM operations workflow that cleans and standardizes lead data, detects duplicates, prioritizes follow-ups, and produces pipeline reporting.
- Built a reusable business reporting workflow that cleans operational data, calculates KPIs, and produces dashboard-ready and executive-facing outputs.
- Enhanced a Python-based AI signal monitoring and reporting system across source ingestion, scoring, digest generation, dashboard outputs, documentation, and automated tests.

EXPERIENCE

Fulton County Government - IT Center of Excellence Analyst

Atlanta, GA | Sep 2024 - Dec 2024

- Designed and implemented an IT Asset Utilization dashboard with SQL/Tableau for 2,000+ assets, helping identify underused inventory and reduce idle asset costs by 18%.
- Reconfigured ManageEngine ServiceDesk Plus workflows, approval alerts, and reporting dashboards, contributing to a 25% reduction in ticket resolution time.
- Built department service trend reporting across Finance, HR, and Public Safety, identifying recurring ticket patterns and reducing high-frequency issues by 15%.
- Authored SOP documentation and presented technical workflows for non-technical stakeholders.

Life University Academic Learning Lab - Center Assistant / Technical Support Tutor

Marietta, GA | Mar 2024 - Present

- Provide 800+ hours of client-facing academic and technical support across Python, SQL, IT systems, Excel, and workflow troubleshooting.
- Explain technical concepts clearly to students and staff, strengthening the communication style needed for data operations and internal systems roles.
- Support structured documentation, issue triage, and repeatable problem-solving processes.

Make A Play Foundation - MAP D-League Fellow

Remote | Jul 2024 - Oct 2024

- Selected for a competitive 8-week fellowship focused on consulting, technology, leadership, and business strategy.
- Worked on a team of 6 to analyze operational and performance data for client-facing case work.
- Produced market and performance analysis that identified an 18% cost reduction opportunity.
- Presented final recommendations to senior leaders.

PROJECT INVENTORY

CRM Sales Pipeline & Lead Follow-Up Automation System

<https://github.com/Akannione/crm-sales-pipeline-automation-system>

- Built a Python, SQL, and SQLite pipeline that cleans messy CRM-style lead data, deduplicates records, standardizes lead sources and stages, scores leads, flags overdue follow-ups, and generates dashboard-ready reports.
- Delivered sales operations views by rep, source, stage, and industry, including active pipeline value, expected value, and prioritized follow-up queues.
- Positioned the system as a repeatable sales operations workflow for CRM hygiene, pipeline monitoring, and rep-level follow-up management.

Business Operations Reporting & Automation System

<https://github.com/Akannione/business-operations-reporting-system>

- Built a Python and SQL reporting workflow that cleans operational data, calculates KPIs, stores outputs in SQLite, and creates dashboard-ready CSV, Excel, and HTML summaries.
- Designed recurring report refresh logic, KPI summaries, and executive-ready outputs for operational performance tracking.
- Demonstrated practical reporting automation across data cleaning, metric calculation, documentation, and business summary writing.

Commerce Risk Analytics Platform

<https://github.com/Akannione/commerce-risk-analytics>

- Built an end-to-end e-commerce delivery-risk analytics product using Python, pandas, scikit-learn, and Tableau Public across 99K+ Olist orders, converting raw order data into executive KPIs, operational risk slices, and dashboard-ready extracts.
- Identified actionable late-delivery drivers across price bands, freight-ratio bands, delivery weekdays, customer states, and customer-seller lanes; surfaced a 7.9% late-delivery rate, 92.1% on-time rate, and 9.6 average delay days for late orders.
- Developed and documented a reproducible portfolio workflow with leakage guardrails, model comparison, feature importance, export automation, Tableau packaging, executive summary reporting, and recruiter-ready GitHub documentation.

Chiropractic Outreach Automation System (AlignDesk)

https://github.com/Akannione/chiro_outreach

- Built Python-based CLI tools to automate clinic lead tracking, email drafting, follow-up status checks, Google Sheets updates, and response

monitoring.

- Integrated CSV tracking, Gmail/Sheets workflows, authentication handling, and operational reporting into a repeatable outreach system.
- Used the system to validate clinic operations pain points, track outreach status, and support a focused product discovery workflow.

AI Signal Routine Platform

<https://github.com/Akannione/ai-signal-routine-platform>

- Engineered an AI-assisted intelligence workflow using Python, Streamlit, and OpenAI tooling to source, rank, summarize, and distribute technical insights.
- Integrated digest generation, dashboard interfaces, automated reporting, and monitoring workflows for repeatable research operations.
- Designed the platform around reusable agents, structured outputs, Git-based development, and API-enabled automation.

Freelance & Opportunity Intelligence Agents

<https://github.com/Akannione/opportunity-intelligence-agents>

- Designed automation agents for sourcing freelance opportunities, internships, and technical job postings across web platforms and developer communities.
- Structured workflows for opportunity aggregation, scoring, lead tracking, application support, and automation-assisted research.
- Converted scattered opportunity discovery into a repeatable pipeline for prioritization and outreach preparation.

AWS Billing & EC2 Security Monitor

Course project

- Deployed EC2 instances, configured security groups, and created CloudWatch billing alarms to improve cost visibility and prevent overages.
- Implemented basic network access controls and documented the final cloud configuration for reproducible review.

Chiropractic Clinic MySQL Database

Course project

- Designed a normalized MySQL schema and ERD for patient appointment management, scheduling, lookup, and basic clinic analytics.
- Implemented SQL queries, constraints, indexing, and CRUD operations to support reliable database workflows.

EDUCATION

- Life University - Bachelor's Degree, Business Administration and Computer Information Systems & Technology, 2025
- Cumberland University - Marketing and Management coursework, transferred to Life University

LEADERSHIP

- 6x NAIA All-American Sprinter and National Champion
- Team Captain at Cumberland University and Life University
- Tech Club President, Life University