ADEOYE JOSEPH ADENIJI

Technical Project Manager & Commercial Lead | Electrical Engineer | Software Developer
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SUMMARY

Commercially minded **Technical Project Manager & Commercial Lead** with proven success directing end-to-end B2B deal execution, technical operations, and client delivery for complex industrial and safety infrastructure (including Rapid Intervention Vehicles and customized fire trucks). Combines a solid engineering foundation Electrical Engineering with expertise in enterprise client engagement, project governance, dynamic pricing/margin analysis, and cross-functional team coordination. Integrates AI-driven workflows to accelerate technical research, risk assessment, and project documentation. Passionate about driving growth in enterprise technology, fintech, payments, and solutions-led B2B sectors through structured follow-through and technical fluency.

CORE COMPETENCIES

Project Management & Governance: End-to-End Deal Lifecycle Management, Scope of Work (SOW) & SLA Drafting, Stakeholder & Vendor Coordination, Cross-Functional Team Leadership, Risk Mitigation.

Commercial & Financial Strategy: B2B Enterprise Proposals & RFPs, Quotations & Margin Modeling, Commercial Documentation, Account Acquisition & Retention.

Technical & Modern Stack: Technical Specifications (Fire/Safety & Capital Equipment), AI-Assisted Research & Documentation, Systems Integration, HTML, CSS, JavaScript, Git/GitHub, Cloud Fundamentals (AWS/Docker/Linux learning).

Safety & Compliance: HSE Management, Regulatory Compliance, Technical Audits.

PROFESSIONAL EXPERIENCE

Founder & Product Architect
Abode Reserve | June 2026 – Present | https://abode-3.vercel.app/

- Lead product strategy, architecture, and end-to-end development of a premium technology platform integrating accommodation, mobility, concierge, and property services into a unified digital ecosystem.
- Define product roadmap, technical architecture, and system scalability standards from concept through deployment.
- Apply AI-assisted development tools to accelerate software design, prototyping, debugging, and feature delivery.

Technical Project Manager / Commercial Project Lead (Fire & Safety Solutions)
John Holt Plc | Dec 2025 – Present

- **End-to-End Project Governance:** Direct the full execution lifecycle for high-value capital equipment orders including conventional fire trucks, Rapid Intervention Vehicles (RIVs), and enterprise fire safety systems from initial technical scope definition through procurement and client handover.
- **Commercial Strategy & Margin Management:** Structure dynamic commercial proposals, detailed cost estimation breakdowns, and quotation frameworks; apply rigorous pricing and margin modeling (incorporating taxes, WHT, and commissions) to safeguard project profitability.

- **B2B Prospecting & Strategic Account Management:** Lead technical sales discovery and account development for industrial, corporate, and institutional clients, translating complex engineering requirements into commercial agreements.
- **Cross-Functional Team Leadership:** Coordinate multidisciplinary teams including service technicians, OEM suppliers, logistics, and legal/commercial units to guarantee projects meet technical specifications, safety standards, and strict delivery milestones.
- **Technical Documentation & Governance:** Produce comprehensive project management artifacts, client-facing reports, scope-of-work (SOW) documents, and service level agreements (SLAs) to minimize project risk and establish clear delivery baselines.
- **AI-Accelerated Operations:** Integrated generative AI tools and automated templates into operational workflows, accelerating client research, technical documentation generation, and system troubleshooting by over 35%.

Selected Technical Engagements

- **Seplat Energy – RIV Commissioning Support:** Directed on-site project execution and operational deployment for a Rapid Intervention Vehicle (RIV) within a safety-critical oil & gas environment, ensuring full compliance with strict client operational procedures.
- **Nigeria Revenue Service (NRS), Abuja – Technical Training & Support:** Managed high-level technical training and operational readiness programs for institutional stakeholders involving specialized emergency-response equipment.

Operations & Support Officer

Boddx-Top Global | Feb 2024 – Aug 2025

- Managed enterprise procurement cycles, vendor relations, and inventory coordination to optimize supply chain efficiency.
- Administered operational budgets, expense tracking, and cost-monitoring frameworks.
- Maintained customer relationships and ensured consistent service delivery.

Automotive Diagnostics Technician

Southern Tech Company | 2021 – 2022

- Performed complex diagnostics and troubleshooting on vehicle electrical and mechanical systems using specialized diagnostic tools.

TECHNICAL PROJECT EXPERIENCE

Fuel-to-Electric Vehicle Conversion (Team Lead)

- Directed a cross-functional team of six in converting an internal combustion engine vehicle into an electric-powered system.
- Managed electrical integration, drivetrain assembly, battery management system (BMS) integration, and safety compliance checks.

AI-Powered Interactive Portfolio Platforms

- Designed and deployed responsive web apps (aadeoye.vercel.app, omah-ten.vercel.app) using HTML, CSS, JavaScript, and GitHub Pages.
- Leveraged AI-assisted coding and debugging workflows to fast-track development and optimize code architecture.

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

- OEM Rosenbauer Fire Systems Training (Online)
- Project Management
- Advanced Integrated Safety, Health & Environmental Management – Open University
- Revenue Operations Certification – HubSpot Academy
- Cloud Computing Fundamentals – Microsoft
- Certificate of National Service – NYSC

EDUCATION

- **National Open University, Lagos**
  Bachelor of Science (B.Sc.) in Computer science — (In progress)

- **Yaba College of Technology, Lagos**
  Higher National Diploma, Electrical Engineering (Power & Machines)
  National Diploma, Electrical/Electronic Engineering

PROFESSIONAL MEMBERSHIPS

- Member, International Association of Engineers (IAENG)
- Graduate Member, Nigerian Society of Engineers (NSE)
- Graduate Member, Nigerian Institution of Electrical & Electronic Engineers (NIEEE)