Kwaku Gyimah

Business Intelligence, Economics and Markets Researcher

Passionate in Business Intelligence with expertise in data analysis and strategic business development. Eager to contribute analytical insights and data-driven decision-making in dynamic industries.

kwakugyimah4646@gmail.com
Website : https://kwakugyimah4646.wixsite.com/my-site

Core business

PHASE 3 Skill development

I've built a robust professional network, evident in roles like Junior Business Developer. Engaging decision-makers and maintaining connections, I've honed skills in appointing high-potential teams. The 1-month Brainnest Data Analysis program complemented roles like Business Developer, showcasing adaptability and high-potential staff mobilization. Transitioning from a Quantitative Trading Analyst to a Junior Business Developer showcased my flexibility. Academic projects, like the CESIM Global Challenge and Biofuel Consumption thesis, demonstrate a commitment to monitoring trends. Mentorship from Dr. Baptiste Bonnier enriched my skills, fostering a holistic approach to econometrics. My journey reflects a strategic blend of academic pursuits and skill development.

Knows how to tap the extensive professional network that he has patiently built.
Knows how to appoint a team of high-potential staff to work with him.
Actively monitors new trends in both the field and the skills vital to developing new projects.
Continually develops his managerial skills.

PHASE 1 Evaluation

My expertise in evaluating documents and results is honed through academic and professional endeavors. Thorough analysis in projects like my Master's thesis and business development roles has refined my discernment of quality and added value. Openness to critique is ingrained, as seen in projects and mentorship, shaping my ideas based on diverse perspectives. In roles like a Quantitative Trading Analyst, I consistently assess not only my work but also that of my team, fostering a culture of constructive feedback. This adaptability underscores my commitment to continuous improvement and a collaborative approach.

Evaluates the value of various documents concerning his field of expertise.
Is able to judge his own results in terms of both quality and added value.
Is willing to expose ideas to a critical audience; takes others' opinions of his work into account.
Is willing to evaluate the work of other contributors and provides reasoned, realistic judgments of others' work.

PHASE 2 Information management

I am adept at efficiently utilizing research tools, ensuring a thorough understanding of various subjects. In roles such as a Junior Business Developer and Quantitative Trading Analyst, I critically assessed, judged, and maintained the reliability of information, implementing streamlined information-gathering systems with the use of technology. Moreover, my academic

studies included courses in SQL and database processes, contributing significantly to my skill set in information

Conducts advanced searches using a range of software solutions, resources and techniques, recognizing the advantages and limitations of each.
Masters the creation, organization, validation, sharing, storing and archiving of information and/or raw data and addresses the associated risks.
Understands the legal, ethical and security requirements of information management.
Is familiar with the value of, and uses, metadata.
Advises and assists his staff using information-gathering and management methods, critiquing sources and evaluating information and data.
Makes his staff aware of information security and legal and ethical requirements.

PHASE 3 Expertise and methods

My expertise in business intelligence evolved through a comprehensive academic journey. My thesis on Biofuel Consumption showcased hypothesis formulation and advanced time series analysis. Analyzing global STEM salaries with R programming showcased my versatility. I defend research findings constructively which was evident in my thesis defense. Engaging tools like Power BI for video game industry analysis reflects adaptation to recent advancements. Overall, my proficiency in business intelligence is rooted in mastering key concepts, adapting to advancements, engaging globally, and employing diverse investigative methods. Adapting tools like Power BI and R programming highlights my interdisciplinary approach.

Makes recognized contributions to the advancement of knowledge and innovation.
Is viewed as an international authority.
Possesses in-depth and comprehensive understanding of the strategic orientation of his field of expertise.
Sees opportunities for synergy among different sectors of activity.
Has the ability to develop new investigative methods.
Can work in an interdisciplinary setting.
Is able to devise and coordinate a collective work program focusing on new research problems.

Personal and relational qualities

PHASE 2 Communication

From defending my thesis on Biofuel Consumption to roles as a Junior Business Developer and Quantitative Trading Analyst, I've adeptly communicated complex analyses. Proficiency in English, a sub-level in French, and a multicultural background enhance my global communication capabilities

Adapts his register to communicate with experts in other fields at both the national and international levels.
Masters communication techniques for various contexts and media.
Communicates effectively when addressing a diverse and lay audience.
Knows how to address a community of professionals.
Educates and trains his staff in the use of digital communication technologies.
Is able to work and lead a group in at least English and one other world language.

PHASE 1 Collaboration

I've cultivated robust collaborative networks through various roles. As a Junior Business Developer at Conesult, I not only generated leads but also established connections with decision-makers, expanding the company's network. Engaging in international projects like the CESIM Global Challenge enhanced my ability to work within partnership frameworks, evaluating shared interests and potential conflicts. My role as a Quantitative Trading Analyst at Sage Distribution Limited involved constant collaboration, monitoring international market performance, and fostering relationships with stakeholders. This contributed to my recognition as an authority in market analysis and forecasting.

Develops and maintains cooperative networks.
Knows how to build a professional network for his own and the company's benefit.
Is considered an authority in his field of expertise.
Is able to envisage his work in a partnership framework; evaluates the benefits and limitations of a partnership and identifies shared and conflicting interests.

PHASE 3 **Analysis, synthesis and critical thinking**

My Biofuel Consumption thesis required meticulous analysis of time series data, showcasing my ability to scrutinize complex information. Collaborative projects like the BI Analysis and STEM salary analysis with R demanded analyzing diverse perspectives, fostering a nuanced understanding. Whether analyzing market trends as a Quantitative Trading Analyst or exploring behavioral economics in my Master's, I approach reasoning without ideological bias, allowing for a dynamic and objective perspective.

Takes a pioneering approach.
Knows how to defend a novel way of thinking to his staff and his peers.

PHASE 1 **Open-mindedness and creativity**

Seizing opportunities defines my approach, as seen in transitioning from a Quantitative Trading Analyst to a Junior Business Developer. This demonstrates cleverness in recognizing and capitalizing on new prospects. Interacting with diverse cultures is intrinsic. Whether collaborating with a team during the CESIM simulation or seeking guidance from professionals like Mr. Toni Babic, I've demonstrated the ability to accommodate cultural differences, fostering effective collaboration.

Demonstrates an ability to acquire knowledge; shows flexibility and open-mindedness. Engages in interdisciplinary activities.
Possesses a constructive style of questioning and scientific doubt.
Develops, takes ownership of and tests new ideas; is clever; seizes opportunities.
Interacts with and seeks the collaboration of professionals of different cultures; knows how to accommodate cultural differences.

PHASE 3 **Commitment**

My commitment is rooted in a clear understanding of my motivations. Efficiently dealing with routine aspects is seen in roles like a Quantitative Trading Analyst, where monitoring market performance became a routine task. Learning from mistakes is ingrained in my approach. The STEM salary analysis, for instance, provided insights into refining methodologies after recognizing initial shortcomings. Bouncing back from failures is evident in my master thesis where I consistently tried different time series models to get the right fit.

Has the ability to express a vision and enlist support, even during periods of adversity.
Capitalizes on the enthusiasm and perseverance of the people he directs.

PHASE 3 **Integrity**

My commitment to integrity is paramount. Adhering to the standards of entities is ingrained in roles like a Junior Business Developer, where I meticulously followed industry norms. Integrity in data processing and dissemination is evident in my academic and professional projects, ensuring accuracy and transparency. Upholding confidentiality and anonymity is inherent, especially in studies like the Biofuel Consumption thesis, where ethical considerations were central. Commitment congruence is reflected in roles like a Quantitative Trading Analyst, where actions consistently aligned with communicated strategies. Any potential conflict of interest is openly declared, ensuring transparency in professional interactions.

Creates a culture of respect and ethical behavior within his entity.
Takes immediate measures if he observes unethical conduct.
Contributes to changing policies, procedures and practices relating to integrity.

PHASE 1

Balance

I leverage self-awareness to harness my strengths effectively, evident in roles like a Junior Business Developer and a Quantitative Trading Analyst. Recognizing the limits of my knowledge, I seek support when needed, demonstrated in collaborations with professionals like Mr. Toni Babic. I consider my practices within the bigger picture, fostering a holistic approach seen in projects like the Biofuel Consumption thesis and STEM salary analysis. Continuous development is a priority. Seeking opinions from peers, exemplified in academic and professional projects, helps correct weaknesses. Balancing career and personal life is intrinsic, ensuring a well-rounded approach to personal and professional growth.

Is aware of his aptitudes, knows how to take advantage of them and demonstrate them.
Expresses himself relevantly, confidently and didactically.
Recognizes the limits of his knowledge, skills and expertise, and knows where to find support when needed.
Is able to consider his practices and experience as part of the bigger picture.
Develops his strengths and knows how to correct his weaknesses by seeking the opinion of others.
Is aware of the need to reconcile career and personal life.
Develops mechanisms to cope with pressure and seeks support when needed.

PHASE 3

Listening and empathy

In my Junior Business Developer role, understanding the needs of clients required active listening and adapting strategies accordingly. My ability to listen and empathize has been honed through diverse professional and academic experiences. Collaborating in the CESIM Global Challenge involved comprehending diverse perspectives, showcasing my adaptability to different fields of expertise and cultures. Seeking guidance from my Supervisor Dr. Baptiste- Bonnier underscores my commitment to understanding varied perspectives during my master's thesis.

Encourages his staff to exercise their listening abilities.
Establishes a mode of operation that allows everyone’s contributions to be taken into account.

PHASE 3

Negotiation

Notably, I engaged in negotiations with major suppliers like BP oil and Glencore during my tenure at Sage, shaping contracts for diverse consignments. Furthermore, I have enriched my negotiation skills by completing a course in experimental economics, integrating new tools for enhanced proficiency.

Can conduct negotiations at the national and international levels.

Business management and value creation

PHASE 2

Project management

I did a course in project management during my Masters, providing me with additional tools and frameworks to excel in this crucial aspect of professional responsibility. In my role as a Trading Analyst at Sage, I not only monitored industry trends but also initiated a project on Oil Price prediction, ensuring that deliverables aligned seamlessly with strategic priorities. I demonstrated efficiency in resource management, preparing accurate delivery forecasts while adhering to budget constraints.

Is attentive to discontinuities, trends and weak signals; is prepared for the unexpected; identifies unforeseen opportunities in the project.
Recognizes good ideas and best practices, identifies weaknesses and gaps.
Considers and implements any necessary changes in objectives, organization, schedule, resources and quality requirements.
Knows how to drive his staff in compliance with scheduling and time constraints.
Utilizes a wide range of project management strategies; clarifies priorities and formalizes expectations.

Introduces quality systems.
Guides difficult, complex projects to successful completion; manages several projects simultaneously and efficiently; can intervene to conduct project audits and propose action plans to get projects back on track.
Provides support or assistance to his staff; takes over on projects that lack leadership.

PHASE 1

Managing change

In my Master's thesis project, I showcased my capacity to adapt approaches. In the face of evolving research dynamics, I adjusted methodologies, demonstrating a proactive response to imperatives and changes in project requirements. In essence, my ability to manage change has evolved through practical experiences, showcasing adaptability in project organization, a proactive response to imperatives, and strategic seeking of advice to ensure informed decision-making.

Can adapt his approach and the project organization according to imperatives.
Adapts to changes and opportunities; knows how and where to find advice.

PHASE 3

Managing risks

Academically, I did courses in International Risk Management, providing a theoretical foundation. Additionally, I applied this knowledge through practical projects addressing international risk, contributing significantly to my comprehensive understanding of project-related risks, control mechanisms, and the integration of corporate social responsibility in effective project management. In my Quantitative Trading Analyst Role, I meticulously monitored international market performance, identifying and effectively controlling various political risks.

Has the ability to manage the company's risks through the use of risk management strategies, including prevention, acceptance, mitigation and transfer.
Advises and is able to define and manage a policy on social and environmental responsibility.
Encourages collective understanding of the implications and principles of social and environmental responsibility in the context of his activity.

PHASE 3

Decision-making

My decision-making skills have flourished in multifaceted roles. As a Quantitative Trading Analyst, I made informed decisions at various project phases, such as market analysis and forecasting. The CESIM Global Challenge demanded strategic decision-making for an automotive firm across diverse markets, showcasing my ability to navigate complex scenarios. In the business development role at Conesult, I assisted line management by providing data-driven insights for major decisions. This involved generating leads, conducting industry trend analyses, and evaluating potential opportunities, highlighting my role in supporting high-level decision-making processes.

Is able to instigate and control major change.
Knows how to make decisions in an unstable and uncertain environment taking all technical, financial, human, organizational, political and other factors into account.

PHASE 1

Obtaining and managing funding

In the CESIM Global Challenge, managing the automotive firm's budget involved strategic decision-making, demonstrating my ability to navigate economic considerations.

Manages his own funding and is comfortable in discussions with budget, financial and economic decision-makers.
Understands the funding process and knows how to determine the profitability of an activity.
Knows how to answer a request for proposals and/or write a grant application.

PHASE 2

People management

As a Junior Business Developer, I fostered teamwork by encouraging and recognizing contributions, creating a collaborative environment. Also, being a team player is inherent in roles like the CESIM simulation, where I actively contributed to strategic analyses, market evaluations, and decision-making for the automotive firm.

As a manager, makes appropriate use of the full spectrum of HR policies and management tools with regard to his teams (recruitment, promotion, evaluation, safety rules, principles of non-discrimination and diversity, etc.).
Puts together and directs a team, taking advantage of the strengths and skills of each member.
Has the ability to set objectives for his staff and evaluate their attainment.
Knows how to delegate and monitor.
Supports his staff; encourages them to become more autonomous and recognizes their commitment and results.
Ensures the collective success of projects.
Detects and nurtures the talents of his staff and supports to their professional development.
Knows how to deal with conflicts.
Involves his staff in decision-making.
Has his own management style.
Is able to define guidelines for safety and social responsibility.
Accepts responsibilities beyond his defined scope for the good of the organization as a whole.

PHASE 2 Producing results

Academic endeavors, such as the Biofuel Consumption thesis, required a nuanced understanding of policies and processes related to publishing and exploiting research outcomes. By engaging with these policies, I ensured that the results were disseminated effectively within the academic community. Professionally, I consistently performed in my market analysis for Crude and oil products where I explored fundamental demand and supply, political, economic risk and more.

Always seeks news ways to improve his performance and that of his staff.
Knows how to detect opportunities liable to lead to a commercial application.
Manages the transition from research to innovation: organizes processes and manages non-deterministic aspects.
Meets the challenges and opportunities for value creation in his field.
Deploys experimental platforms.

PHASE 1 Intellectual and industrial property

Academic projects, such as the BI Analysis and the Biofuel Consumption thesis, required a nuanced understanding of copyright rules in data analysis and research publication. This involved ensuring proper citation and adherence to copyright regulations in the dissemination of findings. Furthermore, my experience in the business development sector, particularly as a Junior Business Developer, emphasized the importance of controlling the release of information. Engaging in strategic discussions with decision-makers underscored the need for prudent information management to maintain a competitive edge.

Has basic knowledge of the rules of intellectual/industrial property and copyright as they apply to his own activities.
Understands the advantages and drawbacks of filing a patent.
Is aware of the importance of controlling the release of information.

PHASE 2 Customer focus

In the trading sector, I monitored international market performance, staying attentive to trends and information crucial for decision-making. Engaging with suppliers and customers in this role emphasized the importance of effective communication in a global market context. As a Junior Business Developer, I actively engaged in gathering information on customer needs, developing new business proposals, and conducting market research.

Knows how to reconcile the needs of customers, partners and the entity.
Is able to make choices based on technical constraints and feedback from customers and partners.

Creates the conditions for his entity to keep a pulse on the needs of the market.

Strategy and Leadership

PHASE 3 Strategy

I took courses in Behavioral economics, game theory, and diagnostics and analysis of market strategies. These courses enriched my strategic insights, providing a robust foundation for addressing complex challenges in different market scenarios. In the CESIM Global Challenge, managing an automotive firm involved understanding the strategic directions of markets (USA, Europe, Asia) over 12 financial years. This required intricate knowledge of each market's dynamics, aligning my project.

Discerns ties between apparently unrelated or separate issues.
Develops action plans and complex projects.
Knows how to define and deploy a strategy for the entity he directs.
Contributes to defining and implementing the company's overall strategy.
Mobilizes the individuals/networks/entities having a stake in his project on behalf of his entity.

PHASE 3 Leadership

As a Junior Business Developer, I exercised leadership by developing new business proposals, generating leads, and conducting data analysis for management strategy. The persuasive communication skills honed in this role enabled me to enlist support for projects and build alliances with stakeholders. In the CESIM Global Challenge, I demonstrated leadership in managing an automotive firm's strategic analysis, planning, and decision-making across multiple markets. This encompassed mobilizing skills and managing human resources, showcasing my ability to lead and influence even in a project where I wasn't officially in charge.

Builds and maintains networks of skills, projects, teams and entities.
Helps others understand the meaning of their efforts.
Through his actions, inspires trust in the entity and in the projects he manages.
Enjoys international influence and reputation: decision-makers seek his input and advice.