

Precious Familusi

PROJECT MANAGER AND PROGRAM DEVELOPER

✉ pmfamilusi@mun.ca

Professional Summary

Results-driven project management professional with 5+ years of experience delivering high-quality programs and services through strategic partnership development, stakeholder engagement, and innovative solution implementation. Proven track record of successfully managing projects, identifying and addressing community needs, and fostering collaborative relationships with diverse stakeholders to drive positive social impact.

Education

Memorial University of Newfoundland

BACHELOR OF BUSINESS ADMINISTRATION

St. John's, NL

September 2015 - May 2020

Experience

Entrepreneurship Engagement Manager – Newfoundland & Prince Edward Island

St. John's, NL

BLACK BUSINESS INITIATIVE

January 2022 - September 2024

- Led the development and launch of the Atlantic Canada BEP in Newfoundland and Prince Edward Island, empowering Black entrepreneurs through community-driven initiatives, strategic partnerships, and innovative program design
- Delivered personalized support and expertise to Black entrepreneurs in Newfoundland and Prince Edward Island, fostering strong relationships, addressing business needs, and connecting clients with valuable resources, services, and partnerships.
- Built and sustained strategic partnerships with Black-owned businesses, community organizations, and key stakeholders to advance Black entrepreneurship and drive inclusive economic growth, fostering a collaborative ecosystem that supports the success of Black entrepreneurs.
- Provided tailored business development support to black-owned businesses, and facilitating access to resources, networks, and expertise necessary for success in the innovation ecosystem.
- Developed and implemented innovative education programs, in partnership with key stakeholders, to equip Black entrepreneurs with essential skills, knowledge, and networks necessary for success in the innovation ecosystem, fostering economic empowerment and inclusive growth.

Client Service Associate

St. John's, NL

COMMERCIAL BANKING – SCOTIABANK

May 2019 - December 2021

- Managed a diverse portfolio of 70+ key accounts, spanning multiple industries, including Transportation, Non-Profit, Legal, Insurance, Real Estate, and Automotive, with annual revenues ranging from 250,000 CAD to 5 million CAD, demonstrating ability to navigate complex business ecosystems and foster strategic relationships with diverse stakeholders.
- Developed and maintained strong relationships with business owners, understanding their business needs, identifying opportunities, and providing tailored financing solutions to meet their objectives.
- Collaborated with internal stakeholders, including Managers and other units of Scotia bank, to provide referrals for ancillary products and partner opportunities, enhancing client needs and driving customer satisfaction.
- Proactively identified gaps in support services for business owners and developed strategic initiatives to address them, resulting in increased engagement, retention, and business success.
- Consistently delivered high-quality service, ensuring timely resolution of customer inquiries and concerns, and maintaining a high level of customer satisfaction.

Executive Director of Student Life

St. John's, NL

MEMORIAL UNIVERSITY STUDENTS' UNION

May 2018 – April 2019

- Oversaw and supported the operation of 200+ student groups (clubs, societies, resource centres).
- Administered over 30,000 in funding per semester through programs for students and groups such as Individual Merit Funds, Special Project Grants, and Conference Hosting Applications

- Chaired the Board of Directors' Student Life Committee which strategizes and plans social events and programs for undergraduate students such as concerts, speaker series, Welcome Weeks, and Winter Carnival
- Worked closely with the four other members of the Executive Committee to collaboratively manage the operations and services of the students' union on a day-to-day basis

Entrepreneurship Projects

OWLYA - A Genesis Company

BUSINESS DEVELOPMENT MANAGER

St. John's, NL

August 2022 - December 2022

- Spearheaded business growth initiatives, driving revenue expansion and market share increase for Owlya's AI-powered procuring and assessment solutions
- Identified and pursued new business opportunities, forging strategic partnerships with educational institutions such as Keyin College and corporate clients
- Built and maintained strong relationships with key decision-makers in organizations such as Memorial University's and College of North Atlantic

Highlight Of Qualification

- **Results-Driven Communicator:** Proven ability to build strong relationships with key stakeholders, facilitate partnerships, and engage diverse decision-makers to drive sales growth.
- **Strategic Business Growth Planner:** Skilled in developing and executing business growth strategies, and driving revenue growth initiatives.
- **Sales Analyst:** Adept at analyzing sales data, identifying trends, and providing insights to inform sales strategies and drive results.
- **Stakeholder Engagement:** Experienced in building relationships with key stakeholders, including C-level executives, engineering leaders, and procurement teams.
- **Strategic Thinker:** Possesses strong problem-solving skills, with the ability to navigate complex sales challenges and drive results.
- **Network Builder:** Established connections with diverse professionals in the engineering and manufacturing industries, with the ability to leverage these networks to drive sales growth.

Professional Development and Awards

Leslie Thom's Convocation Scholarship Award for Leadership

MEMORIAL UNIVERSITY OF NEWFOUNDLAND

2020

Heroes of 2020

THE TELEGRAM - SALTWIRE NETWORK

2020

International Student Recognition Scholarship Awards

INTERNATIONAL STUDENT RESOURCE CENTRE, MEMORIAL UNIVERSITY OF NEWFOUNDLAND

2017

Level 2 National Award in Information and Communication Technology (ICT)

OCR -OXFORD, CAMBRIDGE, AND RSA (UNITED KINGDOM)

2013

Volunteer Experience and Community Engagement

Co-Founder

BLACK LIVES MATTER NEWFOUNDLAND

2020-Present

Anti-Racism Workshop Facilitator

CANADIAN FEDERATION OF STUDENTS - NL

2019-Present

Media Production Lead

REDEEMED CHRISTIAN CHURCH OF GOD MOUNT ZION

2014-Present

Director of Community Engagement

ATLANTIC SCOTIABANK BLACK EMPLOYEE NETWORK (ASBEN)

2020-2021