

# AZEEZ AGBONA ORIYOMI

## PROFESSIONAL SUMMARY

I am a versatile IT Specialist with over 10 years of experience in web development, e-commerce, digital marketing, and IT consulting for individuals, businesses, and government entities across various sectors. Adept at developing web applications, optimizing digital marketing strategies, and creating effective sales funnels and business models. Skilled in leading IT teams, managing complex projects, and delivering tailored solutions that enhance operational efficiency and drive business growth. Strong communicator with a proven track record of managing client relationships and delivering innovative technical solutions. Thrives in challenging roles, utilizing interpersonal skills, collaboration, and problem-solving to consistently deliver high-quality service and results. Demonstrated history of meeting company goals, promoting best practices, and excelling under pressure while adapting to challenges with ingenuity and resilience.

## WORK HISTORY

### Freelance IT Consultant, 01/2021 to Current Lagos, Nigeria

- Managed a diverse portfolio of over 30 international clients, providing tailored web development and SEO consulting services
- Delivered custom membership portals, ERP systems, and e-commerce platforms that improved client operations and profitability
- Helped clients grow their online presence, including the Lagos State Chamber of Commerce and African Construction Law, by implementing SEO strategies that increased organic traffic by 30%
- Advised on digital transformation projects, optimizing IT infrastructure and processes to align with business goals and ensure scalability.

### Lead developer, 04/2019 to Current Harzotech Nig Ltd - Lagos, Nigeria

- Bolstered system security by conducting regular vulnerability assessments and remediation activities.
- Fostered productive relationships with stakeholders through clear communication of technical concepts.
- Remodelled existing legacy systems into modern frameworks whilst maintaining seamless business operations during transition phase.
- Pioneered use of cutting-edge technologies within the team, driving innovation forward in product offerings.

### IT Department Manager, 01/2019 to Current Westgate Technologies Ltd - Lagos, Nigeria

- Established and grew the IT department from scratch, recruiting, training, and mentoring a team of 12 professionals, resulting in a 30%

## CONTACT

**Address:** 13b olayinka olatunji street, Ayobo, Lagos, Lagos, Nigeria 100271

**Phone:** +234 706 971 6822

**Email:** azeez.agbona.o@gmail.com

**Nationality:** Nigerian

**Web:** harzotech.com.ng

**LinkedIn:** <https://ng.linkedin.com/in/azeez-agbona-o>

## WEBSITES, PORTFOLIOS, PROFILES

- <https://www.instagram.com/abdulazezagbona/>
- <https://ng.linkedin.com/in/azeez-agbona-o>

## SKILLS

- Web Development: HTML, CSS, JavaScript, PHP, Laravel, WordPress.
- Database Management: MySQL, SQL
- SEO & Digital Marketing: SEO, Google Analytics, SEMrush, Ahrefs, Yoast SEO, Google Trends.
- Data Science: Machine Learning, Deep Learning, Data Analysis.
- Tools & Platforms: Google Search Console, Thrive Architect, Mailchimp, Active Campaign, Get Response, Google Ads, Screaming Frog SEO Spider.
- Leadership and Team Management.
- Critical Thinking and Problem Solving.
- Client Relationship Management.
- Project Management.
- Communication and Collaboration.

- improvement in productivity
- Spearheaded SEO campaigns that increased website traffic by 4000% within a year, landing the site on the first page of Google search results for multiple high-traffic keywords
- Led a company-wide digital transformation initiative that reduced operational costs by 25% and improved system efficiency by integrating new ERP solutions
- Successfully managed high-profile projects with tight deadlines, ensuring the delivery of IT solutions on time and within budget, resulting in a 20% increase in customer satisfaction
- Championed innovative solutions, driving automation and streamlining business processes using custom-built internal systems.

#### **Team Lead - Web Development, 01/2017 to Current**

##### **Shaamasoft Solutions Ltd - Accra**

- Managed a team responsible for the development of POS systems, school management software, and hotel management platforms
- Designed and implemented a POS system that improved client sales tracking efficiency by 40%, reducing manual errors
- Worked directly with clients to understand their needs and deliver custom solutions, improving customer retention and generating repeat business
- Streamlined development processes, reducing the average project completion time by 15%, while maintaining the highest standards of quality.

- Decision Making and Strategic Thinking.
- Software development.
- Technical support.
- Data analysis.
- Database designing.
- Project management.
- SEO Optimisation.
- Customer relationship management systems.
- Digital marketing strategies.
- Machine learning applications.
- Technology trend awareness.
- Database management
- IT support skills.
- Big data analytics.
- Data Science
- Artificial Intelligence
- Building of AI Agents
- Business development.
- Technical analysis

## **EDUCATION**

**Higher National Diploma (HND) in Computer Science, Computer Science - Upper Class, 01/2016 to 02/2019**

**Moshood Abiola Polytechnic** - Lagos

Relevant course: Database Management, Web Development, Network Administration

**Aspiring Entrepreneur Program**

**Fate Foundation Business School** - Lagos, Nigeria

**National Development, Computer Science - Upper Class, 01/2013 to 03/2015**

**Moshood Abiola Polytechnic** - Nigeria

## **PERSONAL INFORMATION**

- Available: Immediate
- Willing To Relocate: Yes
- Nationality: Nigerian

## **LANGUAGES**

English:

## AFFILIATIONS

- Research & Development
  - Travelling
  - Artificial Intellingence
  - Building AI Agents
  - Building Automation Workflow
  - Sales Funnel Implementattion
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## AWARDS, ACCOMPLISHMENTS, AND HONOURS

HP Certified Sales Specialist.

Letter of Excellence by Lagos State Chamber of Commerce &  
International Arbitration Centre

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