

Younouss Adjibi, Founder & CEO



Younouss Adjibi is a seasoned executive and CEO with a distinguished history in Accounting, Finance, Budgeting, Business Management, Projects, Research and Development. His wealth of experience spans various domains, including Risk Analysis, Financial Planning and Analysis, Forecasting, Statistical Analysis, and Marketing Strategies. He is highly proficient in utilizing innovative software tools such as Crystal Ball, Acumen Risk, SAS, SQL, SPSS, Safran, Microsoft Office, and MicroStrategy Developer. With a proven ability to navigate complex challenges and deliver exceptional results, Mr. Adjibi is a visionary leader who consistently drives strategic growth and profitability.



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Areas of Expertise

- **Financial Planning & Analysis and Forecasting.** Trusted business advisor providing strategic financial insights and forecasting.
- **Environmental & Waste Management.** Advanced Certificate in Environmental and Waste Management.
- **Risk Analysis and Management.** Extensive experience in identifying and mitigating project risks, developing risk acceptance plans, and calculating cost and schedule contingencies; managed six projects as the Risk Manager, ensuring timely completion and delivery to clients.
- **Business Analysis and Enterprise Budgeting.** Proficient in analyzing business operations, developing budgets, and aligning financial strategies with organizational goals; certificate in Leadership Achievement.
- **U.S. GAAP Financial Statements.** Expertise in preparing accurate and compliant month, quarter, and year-end financial statements.
- **Project Management.** Skilled in leading and managing project teams to successfully achieve objectives within defined timelines; leading and managing project teams, maximizing awareness of project needs.
- **Market Research and Marketing Strategies.** Solid knowledge of data collection, market research techniques, and developing effective marketing strategies; conducted market research, analyzed industry trends, and made recommendations based on findings.
- **Econometric Analysis and Statistics.** Experienced in conducting econometric analysis, employing statistical models, and utilizing relevant software tools; academic Honors, Summa Cum Laude; applied economics, North Carolina A&T State University.
- **Software Proficiency.** Proficient in SAS, SQL, SPSS, Microsoft Office, and MicroStrategy Developer.
- **Effective Communication.** Excellent verbal, written, and interpersonal communication skills in French (35+ years), English, Yoruba, Fon, and Ewe; provides professional interpreting services in French-Yoruba.
- **Team Leadership and Collaboration.** Skilled at leading and collaborating with teams to achieve project objectives, maximizing productivity and awareness of project needs; acting as a team leader, integrating seamlessly with federal staff to meet project needs.

Relevant Work Experience

A's Initiative LLC

2018 – Present

A hybrid information technology and emergency management company supporting nonprofit, private, and public organizations with continuity of operations planning, applied research, economic analysis, enterprise information technology, program and project management, and evaluation services.

Chief Executive Officer (CEO)

As founder and CEO, leads a team of professionals who drive client success by understanding and analyzing their needs. Research industries, markets, demographics, and trends and incorporates data analytics to offer evidence-based financial analysis and enterprise budgets. Expert in risk analysis, forecasting, cost, and variance analysis. Projects include Added value Vs Unit Local price of staple foods (Benin-Ghana Project), Case Study - Songhai Centers as Models for Promoting Sustainable Agriculture, Research – Success Indicators for Beginning Small Farmers in North Carolina, Training – Missouri Portion of the USDA-FAS Algeria/NCSU.

Michael Baker International

2021 – 2023

A leading provider of engineering and consulting services, delivering innovative solutions to complex infrastructure challenges.

Senior Risk Analyst

Supported Cost Engineering and Cost Estimating teams at Department of Energy and National Nuclear Security Administration to ensure technical deliverables, client relationship management, and business development. Identified project risks, analyzed risk registers, developed risk mitigation, proposed risk acceptance plans, and calculated cost and schedule contingency to ensure on time project completion for clients. Managed project teams and provided project controls to integrate seamlessly with federal staff to maximize successful project outcomes.

Rollins, The CSI Company

2019 – 2020

The leading pest, termite pest, termite, and wildlife control companies across the globe, providing superior pest control services to over 2 million commercial and residential customers.

Senior Financial Analyst

Achieved accounting operational objectives by contributing accounting information and recommendations to strategic plans and reviews; prepared and completed action plans; implemented production, productivity, quality, and customer-service standards; resolved problems; completed audits; identified trends; determined system improvements; and implemented change to improve accuracy of reports to customers and technicians. Collaborated with the Director of Accounting and Financial Reporting to forecast requirements, prepare annual budget, schedule expenditures, analyze variances, and initiate corrective actions.

Citi

2016 – 2017

The third largest banking institution in the U.S. with approximately 200 million customer accounts, doing business in more than 160 countries.

Senior Business Analyst

Applying strong knowledge of Comprehensive Capital Analysis and Review (CCAR) and Basel III rule implementation, was responsible for planning, reporting, and financial analysis support for assigned lines of business. Provided financial consulting and analytical support. Ensured accuracy of CitiRisk and regulatory reporting, including country exposure reporting, Basel reporting, wholesale, risk, and treasury capital reporting. Strategic and tactical thinking ensured reengineering of complex processes and procedures with appropriate controls.

Relevant Work Experience, Continued

TSG Accounting and Auditing Advisors

2014 – 2016

A risk strategies company that combines exclusive insurance products with knowledgeable professional counsel to provide customers with comprehensive financial services.

Management Consultant

Collaborated and built relationships with key stakeholders and business process owners to drive successful execution of key strategic priorities, using knowledge of US GAAP and IFRS convergence. Used Basel III RWA standardized and advanced approaches to generate specialized reports. Implemented a risk assessment process designed to identify trends and report on financial operations. Recommended end-to-end processes. Supervised a group of 10-25 staff members.

SOCPP Holding, Inc.

2013 – 2014

An international oil trading, shipping, and investment company that provides innovative and reliable solutions to minimize risks and maximize results for clients in local markets or across currencies and continents.

Financial Economist

Evaluated and validated data to determine adequate values for financial securities and economic trends associated with risks for price determination and recommendations for petroleum products outside the SOCPP Holding core pricing to increase firm profitability. Helped to establish the process to evaluate and enhance the guaranty fee pricing scheme using logistic regression or alternative quantitative methods. Served as liaison between the analytics and accounting departments, explaining new economic research and pricing model changes to a non-technical audience.

North Carolina A&T State University

2011 – 2013

A land-grant, doctoral research university founded in 1891 with a national reputation in STEM education and the largest HBCU in the United States.

Research Assistant

Responsible for supervising students, assisted in case study on Songhai Centre (NGO) for Promoting Sustainable Agriculture, Sub-Saharan African marketing research, including the Made in USA poultry label and consumer choice in Ghana, performed budget analysis for farmers in Benin, Liberia, Ghana, and produced a 42-page report on consumer demand for canola oil in the U.S. at the retail level. Served on a delegation to Benin, Ghana, and Liberia and functioned as an interpreter between local farmers and the delegation, translating from English to French and dialects (Yoruba and Fon).

ConvaTec

2009 – 2011

A global medical products and technologies company that develops and manufactures therapies for the management of chronic conditions, leading in advanced wound care, ostomy care, continence and critical care, and infusion devices.

Accounts Payable Specialist

Responsible for meeting department goals and objectives by building a positive team environment to ensure accurate and timely completion of invoices, purchase orders, generation of financial reports (including income statements, balance sheets, and ledgers), and resolving discrepancies. Trained new accounts payable clerks on day-to-day processes.

A banking products and services company based in Benin in West Africa, Diamond Bank operates in 12 countries with a growing network of more than a hundred branches through their 12 subsidiaries and correspondent banks with the goal of promoting inclusive growth and fighting poverty.

Internal Auditor

Monitored and maintained all bank audit functions, participated in all auditor reports and evaluation findings to safeguard assets and control risks. Worked closely with external auditors. Participated in advisory projects and ensured compliance with regulation controls and procedures in self-audits. Worked with management to incorporate best practices and made recommendations for process improvements.

Education, Certifications & Licenses***Education***

- 2012 – M.S., Applied Economics, North Carolina A&T State University, Summa Cum Laude
- 2006 – B.S., Accounting, University of Ghana, Legon

Certifications

- 2012 – Certificate in Leadership Achievement, North Carolina A&T State University
- 2012 – Advanced Certificate in Environmental and Waste Management, North Carolina A&T State University

Technical Skills & Awards

- Native French speaker
- Native Yoruba speaker
- Vice President, Finance Graduate Student Advisory Council, NC A&T State University