

# HAFEES ADEBAYO YUSUFF

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## SKILLS

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**Languages:** English (Native), German (B2), Yoruba (Native)

**Software:** QuickBooks, R, Tableau, Microsoft Dynamics 365, SQL, MS-Office (Word, Excel, PowerPoint): Advanced  
Use of Websockets, Rest API, Amazon S3, Jira, Asana

**Personal Skills and Knowledge:** Neural network, ESG, Energy trading, Data analysis and visualization, Business analysis, Credit risk, Option pricing, Adaptiveness, Teamwork, Creativity, Attentiveness, Good communication, Analytical thinking, Innovativeness, Attention to detail.

## WORK EXPERIENCE

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### Sales and Analytics Manager

August 2025 – Present

GE4A Technology GmbH

Berching

- Building, maintaining and optimizing strategic partnerships and product sales.
- Negotiation and conclusion of international engagements of the company.
- Internal coordination with marketing, product and sales.

### Consultant

April 2023 – July 2025

Advisori FTC GmbH

Frankfurt am Main

- Gathering requirements from stakeholders through interviews and surveys.
- Translation of gathered needs into clear, structured, and unambiguous requirement documents.
- Testing and validation of PD, LGD and EAD for credit risk modelling (IRB) in consulting project using R.
- Developed and implemented a credit monitoring system to evaluate ESG and credit ratings of financial products.
- Defining project scope, objectives, and deliverables.
- Developing detailed project plans, including schedules, resources, budgets, and risk management strategies.
- Participating in AI and digitalization projects, contributing to the development of innovative solutions.
- Automated testing for web applications using cypress.

### Trade Analyst (Internship)

January 2023 – March 2023

CF Flex Power

Hamburg

- Collected, cleaned, and visualized energy-related data from multiple sources to identify trends and inform decision-making.
- Developed forecasting models to predict potential market behavior using historical data and statistical techniques using Python.
- Provided analytical support for market research and contributed insights for energy trading strategies.

### Market Data Analyst

June 2022 – December 2023

Bankhaus Scheich Wertpapierspezialist AG

Frankfurt am Main

- Automated the data collection process from reference markets and consolidated it into actionable reports.
- Conducted in-depth analysis of various data sets to extract key business insights and support strategic decision-making.
- Generated reports, visualizations, and recommendations based on data analysis to inform management strategies.
- Implementation of proprietary liquidity scoring method and evaluation thereof.
- Maintenance of master data for trading system.

### ESG Data Analyst

June 2020 – June 2021

Sociovestix Labs

Kaiserslautern

- Collected and processed ESG data from external and internal sources, ensuring accuracy and organization in the database.
- Conducted data integrity checks and ensured compliance with ESG standards.

- Analyzed and visualized ESG data findings, delivering presentations and reports to management for strategic decision-making.

### Data Analyst

February 2017 – February 2018

Department of Academic Planning and Quality Assurance, Redeemers University

Ede, Nigeria

- Analyzed academic resource utilization data to identify trends and enhance resource allocation.
- Managed and maintained statistical data, ensuring accuracy for lecturers' and students' evaluations.
- Utilized Microsoft Excel to streamline data reporting and improve the efficiency of academic processes.

## EDUCATION

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### Master of Science | *Mathematics, Major : Financial Mathematics*

2018 – 2022

Technische Universität Kaiserslautern

Kaiserslautern, Germany

#### *Thesis Topic:*

- Comparison of forecasting models for Value at Risk (Historical Simulation, Garch, Neural network)

### Bachelor of Science | *Mathematics*

2012 – 2016

University of Ilorin

Ilorin, Nigeria

## CERTIFICATES

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### Finance Foundations: Risk Management

January 2022

LinkedIn Learning

### SQL Essential Training

January 2022

LinkedIn Learning

### Tableau Essential Training

January 2022

LinkedIn Learning

### PSM I & II

January 2025

scrum.org

### Certified Professional for Requirements Engineering

June 2024

IREB

### Graph Data Science Certification

November 2024

Neo4j

### Certified Scrum Master

April 2025

Scrum Alliance, Inc.