

DANIEL IKEM, MS

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Washington, DC

SUMMARY

International business management professional experienced in project, program, and product management. Highly motivated in leveraging strengths, experience, and relevant training to provide an invaluable resource to the Biotechnology and Regulatory Affairs industry. Well versed in Global Business, highly adept at managing cross-organizational strategic partnerships to drive the execution of international strategies. Delivers critical guidance to senior executives within corporate entities, government agencies and the Administration under continuous operation conditions. Forges strong relationships with partners to negotiate long term multi-million-dollar solution and service contracts with a deep commitment to bring ideas through development and regulatory processes to market in an effective business manner.

EDUCATION

Master of Science: Biotechnology, Regulatory Affairs

UNIVERSITY OF MARYLAND GLOBAL CAMPUS – Adelphi, Maryland

Master of Science: International Business Studies, Finance

UNIVERSITY OF MIAMI – Coral Gables, Florida

Bachelor of Science: Business Management

UNIVERSITY OF CENTRAL FLORIDA – Orlando, Florida

PROFESSIONAL EXPERIENCE

Partner Development Manager

MICROSOFT – Washington, District of Columbia

Feb 2021 – Present

Enabling a group of Diverse ISV Partners to rapidly scale their business with Microsoft Azure Services

Partner & Channel Enablement, Program Management, Diversity & Inclusion, Market Research & Insights

- Identifies and analyzes enterprise needs to develop industry and solution focused programs, driving innovation and transaction of 200 differentiated Azure hosted solutions and services
- Leads complex cross-functional engagement efforts developing qualified partner relationships with Microsoft technical members to build alliances supporting the development of 500 cloud solutions
- Facilitates strategic recruitment of 1,300 net new African American cloud partners for multi-year DEI partner initiative
- Drives strategic cloud customer leads through research aligning partner go-to-market strategies with identified enterprise needs and marketplace opportunities across 9 industries

Management Analyst, Asia Pacific

UNITED STATES POSTAL SERVICE – Washington, District of Columbia

Aug 2019 – Feb 2021

Developed and executed an alliance strategy in the USA with Asia Pacific partners, teams, and other key stakeholders for Global Sales development

Strategic Partnership Alliance Management, Partner Development, Key Stakeholder Engagement

- Facilitated agreements and alliances strategies with Asia-Pacific countries managing partner relationship success and satisfaction
- Promoted the growth of international services through 2-year Global Sales collaboration strategy
- Defined growth strategies for 4 international services in the Asia-Pacific region, driving monthly and quarterly progress towards strategic goals within plan
- Analyzed the volume and revenue of 40 countries to determine business development opportunities

Product Manager, Global Business

July 2017 – Aug 2019

UNITED STATES POSTAL SERVICE – Washington, District of Columbia

Partnered with key stakeholders to define the strategy, vision, and roadmap for growing an International Packaging service product and scaling globally

Product Management, Portfolio Management, Supply Chain, Contract Negotiation, Stakeholder Engagement

- Managed strategic partnership of an \$8 million end-to-end international packaging solution
- Navigated business relationships and goals across over seven cross-functional stakeholders
- Implemented shipping requirements for over 190 countries and territories
- Negotiated a 10-year contract for joint international packaging service

Project Consultant

Jan 2016 – May 2016

BOSTON SCIENTIFIC – Mexico City, Mexico

Developed a global health engagement program to address the challenges of cardiovascular disease and diabetes

Project Management, Brand Marketing, Community Outreach, Life Science, Medical Device, Social Media

- Devised a global public health engagement program to reach a LATAM audience of 45.2 million
- Explored market trends of health and media industries through four subject matter expert interviews
- Identified key program activities and thirteen potential public and private partners
- Presented social media strategy based on 5 months of market analysis to senior management

RELEVANT TRAINING

Regulatory Affairs Training Program – Duke University

- Gained knowledge of IDE, PMA, and 510(k) regulatory submissions and industry standards pertaining to FDA regulatory requirements for pharmaceuticals, biologics, and medical devices

AREAS OF EXPERTISE

- **Management:** Partner Alliances, Global Health Engagement Development, Channel Development, International Supply Chain Management, Cross-Functional Team Leadership, Database Development & Maintenance
- **Verticals:** Enterprise Technology, Federal Sector, International Markets
- **Specialty/Strengths:** Consulting, Analytical, Services & Support, Problem-Solving, Written & Oral Communication
- **Software Tools:** Microsoft (Office Suite, SharePoint, Project, Visio, Teams)

ASSOCIATIONS

- Drug Information Association
- Project Management Institute
- Regulatory Affairs Professionals Society