

ONEKA DAVIS

Chicago, IL 60605 | onekadavis@gmail.com | [linkedin.com/in/oneka-davis-152970a](https://www.linkedin.com/in/oneka-davis-152970a)

SUMMARY

A versatile accomplished senior digital manager with vast expertise in product development, B2B supply chain integration, eCommerce, and eProcurement. Established capabilities in software applications, implementations, project management, and customer success experience. Utilizes strong interpersonal and communications to guide and develop associates and collaborate with cross-functional departments. An analytical and driven top performer who institutes best practices to build and grow a digital business.

Public Speaking | Lean Agile | SAFe Agile | Lean Six Sigma | ERP
Integrations | Program Management | SOX | eCommerce | Implementations

TECHNICAL SKILLS

eProcurement (SAP Ariba, Coupa, Peoplesoft, Oracle, Jaggaer, EqualLevel, Workday, Lawson, NetSuite (over 100 Marketplaces), API, SSO, Salesforce, ServiceNow, ERP, SRM, Azure, Power BI, Tableau, Jira, Confluence, Slack, Trello, Product Plan, REST, JSON, XML, HTML, CSS, SaaS, SQL

EXPERIENCE

CDW, Chicago, IL

Manager, Digital Integrations, 2021-Present

- Serves as technical advisor to internal customer-facing team, managing large-scale supply chain eProcurement integrations.
- Serves as primary technical point of contact for business partners, customers, stakeholders, and leadership.
- Coordinates with cross-functional teams, including sales, product managers, and developers, to ensure project success.
- Travels domestically and internationally to customer and third-party locations as needed.
- Develops and executes project strategies, enabling the ability to support custom integrations with revenue of over \$150M per year.
- Monitors project progress and budget and adjust project plans and timelines to ensure successful completion.
- Builds and designs custom landing pages, based on customer requirements.
- Provides leadership guidance to digital integration leads and specialists, setting team goals and expectations, managing team performance, and providing coaching feedback.
- Defines and manages KPIs and metrics related to personal and integration performance.
- Achieved metrics for the digital integrations team 2022 year-end revenue of more than \$2.5B, up over 21%, with integration pipeline increasing by 19%, customer integrations up 99%, and average dollar per order up 108%.

CDW, Chicago, IL

Digital Product Manager, Integrations, 2014-2021

- Developed and maintained digital integrations' three-year roadmap.
- Identified, evaluated, drove, and managed new and enhanced product strategy initiatives, focused on customer digital integration opportunities.
- Maintained team backlog, technical debt, and code coverage.
- Defined scope, requirements, and go-to-market strategy to launch new customer projects.
- Collaborated with key cross-functional stakeholders to develop and validate solutions to solve problems and reduce integration development timelines.
- Conducted customer discovery interviews, shadowing, and retrospectives to increase understanding of buyer and user personas and gained an understanding of user work to identify opportunities to improve performance.
- Designed and measured team KPIs and metrics used to measure team success.

Anixter, Glenview, IL

Global eBusiness Implementation Manager, 2004-2014

- Managed a team of implementation managers as technical contact for all customer eProcurement implementations
- Developed relationships with third-party software and support suppliers to ensure prioritization of issues and enhancements.
- Measured the team's performance through metrics and KPIs, and coached, mentored, and trained team members.
- Oversaw project budgets and timelines, keeping projects on track through completion.
- Took on domestic and international travel to customers and third-party locations as needed.

EDUCATION

LOYOLA UNIVERSITY CHICAGO, Chicago, IL
Bachelor of Science (B.S.), Computer Science

CERTIFICATIONS

SAFe Agile POPM/SP - CDW 2021
Lean Six Sigma Yellow Belt - CDW 2019
Lean Agile - CDW/Marty Cagan, 2015