

# SAGAR MALIK

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## EDUCATION

### **WASHINGTON UNIVERSITY, OLIN BUSINESS SCHOOL, St. Louis, MO**

**May 2014**

Masters of Business Administration - *Corporate Finance & Investments*

#### ***Dean's Scholarship***

- Only student selected for Louis and Rose Kopelow Memorial Scholarship based on work experience and GMAT score [730 Q51]

### **COLUMBIA UNIVERSITY, New York, NY**

**April 2013**

Financial Engineering & Risk Management Independent Study

- Utilized calibration and knowledge of specialized products in capital markets (i.e. Credit Default Swaps, Real Options, and Mortgage Backed Securities, algorithmic trading) to design optimal portfolios that maximized investor returns while mitigating risk

### **NATIONAL INSTITUTE OF TECHNOLOGY, Kurukshetra, India**

**May 2007**

- Achieved highest distinction in national competition testing advanced computer science concepts among candidates from top-ranked Indian universities
- Achieved highest distinction by scoring among the top 0.05 percentile on the *All India Engineering Entrance Exam* out of 300,000 candidates
- Selected as one of 2 students out of 2,000 students to develop a simulated stock exchange for the university

## EXPERIENCE

### **ZL TECHNOLOGIES, San Jose, CA**

**Nov 2014-Present**

*Product Management- Financial Compliance*

- Plans and ensures the smooth delivery of financial compliance module of the ZL Unified Archive Software
- Leads development group as they regroup products in new and existing categories that better highlight suites of available complementary products; responsible for defining a road map with achievable goals to successfully market new groups of products to existing and prospective customers
- Manages projects through coordination among the various stake holders to ensure the timely delivery of company's product releases
- Analyzed massive scale unstructured enterprise data including emails, IM, records, and Social Media to create products focused on Enterprise Intelligence, HR/ HCM, and Social Intelligence
- Leveraged machine learning and statistical techniques including Text & Sentiment Analytics, Natural Language Processing (NLP), Neural networks, Graph Analytics to design product back-end

### **THE LEGACY GROUP, St. Louis, MO**

**Aug 2014-Nov 2014**

*Analyst, Strategy*

- Worked directly with president to prepare the marketing plan for open enrollment season for 650 zip codes across three different states.
- Developed a geo marketing tool to effectively identify the potential selling opportunities across 13 different zone of Missouri and Kansas ; developed an efficient client interaction strategy
- Developed an efficient reporting tool to track the key performance Indicators i.e. placement rate, persistency based on customer life cycle.

### **ELEPHANT CAPITAL ADVISORS, St. Louis, MO**

**Summer 2013**

*Investment Research Analyst*

- Developed optimal portfolio allocation models that were utilized by the CEO to identify investment opportunities in South Eastern Asian markets
- Developed and enhanced sector based financial models for research and proprietary BIC Index calculation purpose
- Published reports to incorporate analysis about macro-economic indicators influencing liquidity and volatility of various asset classes (Commodities, Equities, Bonds, Currencies)

### **AMDOCS, INDIA**

**Summer 2007-Summer 2012**

*Senior Subject Matter Expert*

- Developed java based billing systems and supported major telecom providers in the United States that service over 50 million users
- Performed statistical analysis on the monthly usage data consisting multi-million records to analyze trend and suggested new package offering
- Led global cross functional teams within 4 organizations to execute system upgrades for clients; resulted in over \$ 40,000 of cost savings
- Designed integration system for AT&T that converted millions of telephonic and internet communications and converted them to client billings

*Subject Matter Expert*

**Summer 2008-Summer 2010**

- Created optimal databases utilizing SQL to improve business operations; achieved annual cost savings of \$35,000
- Automated error monitoring and notification system for over 400 batch jobs to reduce the manual monitoring efforts
- Designed excel based program to automate the monthly generation of billing for major telecom providers in the United States

*Subject Matter Expert (Trainee)*

**Summer 2007-Summer 2008**

- Developed effective communication system for over 100 team member to collaborate across continents within 5 organizations; resulted in cost savings of \$15,000 per release for clients

## LEADERSHIP EXPERIENCE

*Business Management and Technology Club, Washington University in St. Louis -President*

- Elected as president; facilitated social events and speaker series with technology industry representatives

## SKILLS/INTERESTS

**Experienced in:** Microsoft Excel, Financial Modeling, Capital IQ spreadsheet link, Bloomberg VBA, SQL, Access, R, SAS, Oracle, Java, Matlab

**Certification:** Sun Certified Java programmer, Bloomberg Essentials certification

**Hobbies:** Swimming, cricket and travelling