

# Jacob Beallor

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SQL • Python • dbt • Tableau • Git • Amplitude • MixPanel • Metabase

## PROFESSIONAL EXPERIENCE

### **JOBBER** | TORONTO, ON, CANADA

Fintech Analytics Manager | January 2025 - Present

Senior Fintech Analyst | April 2024 - January 2025

- Built and maintained a suite of self-serve dashboards to support product managers, directors, and finance stakeholders in tracking KPIs, validating hypotheses, and shaping early-stage fintech products
- Developed predictive models in Python to estimate payments penetration potential and forecast invoice payment methods, enabling opportunity sizing and user segmentation that now informs most fintech reporting
- Led deep-dive analyses on client duplication (using network graph algorithms), ACH product cannibalization, and revenue proxies, directly influencing product discovery and launch prioritization
- Designed and implemented production-ready dbt models, improving data quality, cross-team consistency, and reusability for downstream dashboards and analytics

### **7SHIFTS** | TORONTO, ON, CANADA

Data Analyst | February 2022- September 2023

- Conducted pricing model experimentation and provided forecasting and reporting on monetization initiatives, driving a total impact of over \$1M in ARR
- Utilized dbt to develop and maintain data models, contributing to the transformation of the data warehouse and ensuring clean and reliable data availability for analysis and reporting
- Combined product and Salesforce data to create an automated revenue attribution model in Tableau for the lifecycle marketing team and conducted impact analyses of marketing campaigns, providing valuable insights on customer engagement and campaign optimization
- Performed deep-dive analyses on user behaviour to inform expansion opportunities and improve user flows

### **BELL CANADA** | MISSISSAUGA, ON, CANADA

Data Scientist | October 2020 - February 2022

Intern - Data Science | May - June 2018

- Built an outage detection model used to identify anomalies in core network elements, resulting in a 65% improvement in detection time
- Designed service level indicators for the overall health of various Bell services (voice, wireless data, WiFi), leading the shift from network-oriented metrics to a customer-centric approach
- Developed an end-to-end data ingestion and reporting workflow to provide visibility to field technicians on cell towers requiring service

## ADDITIONAL EXPERIENCE

### 4THINGS

- Collaborated with a peer to create a real-time multiplayer party game where players compete to see who knows their friends best
- Built and deployed a full-stack application using a FastAPI Python backend, React frontend, and PostgreSQL database on Heroku, implementing WebSocket protocol for seamless gameplay, connection handling, and dynamic UI updates

### ARBITRAGE SPORTS BETTING APPLICATION

- Created an application using Python and PostgreSQL to identify arbitrage opportunities across several sportsbooks and markets
- Integrated with Slack to notify users of arbitrage opportunities, yielding an estimated annual profit of over \$25,000 per user

## EDUCATION

### CFA INSTITUTE | LEVEL 1

- Passed Level I exam in February 2024

### QUEEN'S UNIVERSITY | BACHELOR OF ENGINEERING, 2020

Kingston, ON, Canada • GPA 4.08/4.3

- Specialization in Applied Mathematics and Engineering with a sub-specialty in Computing and Communications

## AWARDS

- Nellie & Ralph Jeffery Award for achieving the highest standing in mathematics courses over the first three years
- Wonnacott Scholarship for achieving the highest combined average in Advanced Calculus and Real Analysis
- H. Arnold Cowan Scholarship for academic excellence
- Annie Lillie Prize in first-year calculus
- Dean's Scholar (2016-2020)
- Principal's Scholarship (over 95% entrance average)
- FIRST Robotics Scholarship