

# Jayden Patel

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## EDUCATION

### Northeastern University, D'Amore-McKim School of Business

**Boston, MA**

*Concentration in Business Analytics; Minor in Data Science*

May 2027

*Clubs and Activities:* TAMID Group, Alpha Epsilon Pi Community Service Co-chair, Sports Business Club Outreach Team GPA: 3.6

*Relevant Courses:* Data Wrangling, Fundamentals of Comp Sci, Profit Analysis, Database Design, Info Analytics, Info Visualization

### Abington Heights High School

**Clarks Summit, PA**

*Activities and GPA:* Class Treasurer (raised record \$18K), FBLA Secretary, Software Club Treasurer, 4.0 GPA

June 2023

## PERSONAL PROJECT

### UEFA Spend Analysis- <https://github.com/JaydenNPatel>

August 2024

- Analyzed and found a weak correlation between soccer team spending/income on players and European competition success
- Collected and cleaned data using MS Excel and Python Pandas; visualized trends of expenditure vs. team success with Tableau
- Created bar charts, scatter plots, a heatmap, and regression plots with Matplotlib and Seaborn to easier visualize data trends

## EXPERIENCE

### Boostability

**Remote**

*Business Analyst Intern*

June 2024 - September 2024

- Analyzed effective avenues of outreach to schools in need of ADHD support totaling in 165 directions of B2B partnerships
- Created a comprehensive development strategy outlining engaging tactics and target sectors, enhancing growth of the company
- Identified potential partnerships, leading to improved outreach strategies and increased engagement with universities and colleges
- Conducted competitive analyses and market segmentations with a team of 4 for the CEO to use for future investment pitches

### Soccer Plus

**Clarks Summit, PA**

*Front Desk Agent, Head of Pressing Department*

April 2023 - July 2023

- Used historical and competitive analysis to determine prices and sell items; sourced and created a design for a 90+ shirt order
- Helped manage supply chain of cleats; created mass amounts of efficient orders from Nike, Puma, and Adidas, increasing profits
- Coordinated shirt pressing among 4 employees for 100+ shirts a week; helped remodel store and manage customer relations

### Comfort Inn

**South Abington, PA**

*Front Desk Agent*

June 2021 - September 2021

- Ensured that all facets of the hotel ran smoothly by problem solving any issues, leading to an increase of positive online reviews
- Managed front desk operations, guest folios, room inventory, and check-in/check-outs for 60+ rooms

## LEADERSHIP AND ACTIVITIES

### TAMID Group at Northeastern

**Boston, MA**

*Consultant for SecondNature.ai*

September 2024 - Present

- Collaborating with a team of 6 consultants to implement strategic solutions for an AI-Powered sales training start-up
- Conducting competitor analyses, trading comps valuations, and top-down/bottom-up TAM builds to better understand market share and go-forward growth for SecondNature.ai
- Building out a go-to-market strategy slide deck to drive direct B2B sales via an improved website interface and buyer journey

*Recruitment and Membership Committee*

May 2024 - Present

- Reviewed 40+ applications in a 250+ pool, interviewing, and accepting 30 members based on qualifications and fit
- Planned and executed an information session for 191 applicants, giving candidates the opportunity to learn all aspects of the club

*Investment Fund Concepts Student*

January 2024 - April 2024

- Built competency in accounting concepts, equity analysis, and portfolio management concepts to gain knowledge on investments
- Presented a stock pitch with a team of 4 using financial modeling via a Discounted Cash Flow and market/company analysis

## SKILLS/CERTIFICATIONS

- Skills:** Python, SQL, Java, Tableau, Alteryx, SAS, SPSS, Kotlin App Development, Racket, Microsoft Suite
- Certifications:** Wharton Business Analytics Specialization, Tableau Advanced Data Visualization, IBM Data Visualization with Python, UPenn Data Analysis with Python, UC Davis SQL for Data Science, Wall Street Prep Microsoft Excel, UC Irvine Database Design and Operational Business Intelligence Specialization, IBM Intro to Data Analytics

## VOLUNTEER WORK/INTERESTS

**Interests:** Financial Monte Carlo Simulations, Member of AAHOA, Soccer, Traveling, 90's Hip Hop Enthusiast

**Volunteer Work:** Refurbished and donated computers to Kenya, volunteered for events and charities, all totaling to 50+ hours