Lilato Lisulo

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SUMMARY

Skilled Capital Markets Analyst and Data Analyst with expertise in financial modeling, data analysis, and IT solutions. Proficient in Python, SQL, Power BI, and cloud-based asset management systems. Adept at automating ETL pipelines, designing interactive dashboards, and providing actionable financial insights. Passionate about leveraging data for strategic decision-making and investment analysis.

SKILLS

- **Data Analysis & Visualization**: Power BI (PL-300 Certified), Python, SQL, Excel, STATA, SPSS
- **Financial & Capital Markets Analysis**: NPV, IRR, XIRR, Sensitivity Analysis, Cash Flow Forecasting
- **ETL & Automation**: Python (Pandas, NumPy), SQL, NoSQL, Cloud Computing, API Integrations
- **Business Intelligence & Reporting**: KPI Dashboards, Trend Analysis, Customer & Market Insights
- **Software Development & Asset Management**: CRM, IT Support, Role-Based Access Control

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WORK EXPERIENCE

Capital Markets Analyst

Nectar Equity – Atlanta, USA (Remote) | Oct 2024 – Present

- Developed **pricing models for loan sales**, conducting NPV and IRR calculations to **optimize investment strategies**.
- **Built financial models** leveraging Python and Google sheets to **analyze cash flow, risk exposure, and portfolio performance**.
- **Automated due diligence** workflows by **integrating Google Sheets with Quickbase**, reducing underwriting turnaround time by 45% and improving data accuracy
- **Developed an AI-based data validation script** in Google Sheets that auto-detected and corrected inconsistencies, **improving data accuracy by 35%** and **reducing manual cleaning efforts.**

Data Analyst

FSI Outsourcing – Lusaka, Zambia | May 2024 – Present

- **Automated ETL pipelines** using Python and SQL, reducing manual data processing by **80%**.
- Designed and deployed a **cloud-based asset management & ticketing system** for 350+ employees.
- **Created interactive Power BI dashboards** for a multinational fish distributor, improving data-driven decision-making that resulted in an increase in profits by 6%.

Senior Support Specialist

Yango Deli – Lusaka, Zambia (Remote) | Mar 2023 – May 2024

- Provided **technical support** to restaurant chains across Lusaka, troubleshooting software and hardware issues.
- **Managed CRM integrations**, ensuring accurate tracking of client interactions and resolution effectiveness.
- **Collaborated with IT & QA teams** to enhance system integration and **improve data integrity**.

Data Analytics Graduate Trainee

Red Black Ventures – Lusaka, Zambia | Aug 2022 – Mar 2023

- **Developed financial models** for investment evaluation, incorporating statistical methods and hypothesis testing.
- **Leveraged SQL for data extraction & analysis**, identifying cost-saving strategies and profitability trends.
- **Created reports using Excel**, presenting actionable insights to senior management.

PROJECTS

Financial Forecasting & Risk Analysis

- **Developed an automated portfolio risk assessment model in Excel**, integrating Python scripts with Goal Seek and conditional formatting to enhance risk detection, minimize human error, and improve investment decision-making efficiency.

Cloud-Based Asset & IT Ticketing System

- Designed and deployed a **scalable system for asset tracking and IT support**, utilizing **MySQL, PHP, and JavaScript**.

- Implemented **role-based access control**, ensuring **secure data handling** for 350+ employees.

Sales & Performance Dashboard

- **Developed Power BI dashboard** to analyze regional sales data, increasing **revenue forecasting accuracy by 30%**.
- Utilized **DAX for complex KPIs**, enabling **real-time business intelligence insights**.

EDUCATION

The Copperbelt University, Zambia

Bachelor of Science in Economics | Sep 2018 – Sep 2022

- **Relevant coursework:** Statistics, Corporate Finance, Data Analysis, Econometrics and Mathematical Economics.
- Active member of the **Debate Club** and **Data Science Training Programs**.

CERTIFICATIONS

- **Microsoft Certified: Power BI Data Analyst Associate (PL-300)**
- **Python for Data Science and AI Development – IBM**
- **Data Science Math Skills – Duke University**
- **Managing Big Data with MySQL – Duke University**
- **Excel Skills for Business Specialization – Macquarie University**
- **Critical Thinking for the Information Age – University of Michigan**

LANGUAGES

- **English**: Native
- **Russian**: A2 Elementary
- **Nyanja**: B2 Upper Intermediate

TOOLS & TECHNOLOGIES

- **Programming**: Python, SQL, Excel (VBA), JavaScript, PHP
- **Data & BI**: Power BI, DAX, STATA, SPSS, MySQL, NoSQL
- **Cloud & IT**: DigitalOcean, AWS, CRM Systems, API Integrations