

Mica Shatil

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Education

University of Waterloo and Wilfrid Laurier University

09/2020 - 08/2025

BCS(Computer Science)/BBA (Business Administration) Double Degree

Technology and Skills Summary

Languages: Python, C++, C, SQL, Bash, R, Cypher
Frameworks/Tools: Pandas, Numpy, Scikit-learn, Neo4j
Technology Skills: Git, Azure ML, Google Cloud Platform, Linux, Neo4J, Salesforce, Office 365, Google Suite, Atlassian tools, Google Analytics, Google Data Studio
Soft Skills: Strong Communicator, Fast Learner, Coachable, Dedicated, Creative, Driven

Experience

Manulife • Data Scientist • Toronto, ON

01/2022 - 05/2022

- Utilized **Google Cloud Platform (BigQuery, BigQueryML)**, **k-means clustering**, and **SQL** to develop distinct customer segments to target with digital marketing.
- Communicated insights through powerpoint presentations with visualizations made using **Google Data Studio**.
- Worked with **Neo4J** and **Cypher** to navigate and draw insights from a graph database of projects across Manulife.
- Explored global climate data over the past 50 years using **Scikit-learn** and **Pandas**.
- Analyzed website and marketing performance across different audiences with **Google Analytics**.
- Completed **DP-100** training course.

Atolio Inc. • Client Developer • Denver, Colorado

05/2021 - 09/2021

- Built a pre sales pipeline through cold outreach to CXOs of mid market and enterprise companies.
- Had the opportunity to partner with one of the co-founders to run dozens of discovery calls with CIO's and CTO's from companies like Two Sigma, King, Ring, and S&P Global Market Intelligence.
- Created a propensity to buy model, and integrated the model into Atolio's Salesforce instance using **Python**, **pandas**, **simple_salesforce**, and the **Salesforce API** to enhance the client outreach process - **increasing early access partners by 170%**.
- Assessed co-op applicants' resumes and cover letters to identify candidates who meet the requirements for the role, offering interviews to the top candidates.
- Ran interviews for aspiring co-ops focusing on culture fit, cohesion, and qualifications for the role.

Pinnacle • International Hackathon • Dallas TX

09/2021

- Competed at a hackathon against the top 200 hackers in North America.
- Created the frontend of an app to promote local businesses through QR codes using **Flutter** and **Dart**.
- Interacted with the backend through a **RESTful** api.

180 Degrees Consulting • Consultant • Waterloo ON

01/2021 - 09/2021

- Volunteer consultant for non-profit organizations, working on sustainability and market expansion.
- Developed a business model and marketing campaign for the client to achieve financial sustainability.

Program Developer • Neuphysio • Python Translator Program • London ON

2020

- Designed, wrote, and implemented a **Python** program to convert accounting data from clinic software to accounting software, saving Neuphysio hours of data entry each month.

Hack Western 7 • Python Hands Free Cursor Control Program • London ON

2020

- First Place Overall winner out of 103 submissions working on a team of four first year students to develop a facial controlled cursor program in **Python**.

- Developed cursor, scroll, and click interactions for this project.

East Park • Database Transfer • London ON 2020

- Rewrote the camp database in **SQL**, including writing stored processes, queries, and tables.

United Way • Canada Life Youth United Advisory Council member • London ON 2020

- Marketed and awarded several grants up to \$2000 to youth in the Middlesex area to fund community initiatives that better the Middlesex population, serving on a council with 10 others.

A.B Lucas Student's Council • Executive • London ON 2017 - 2020

- Organized school wide events including dances, fundraisers, assemblies, and competitions.
- Collaborated with other executives to achieve a shared vision for event execution.

DECA • Chapter Executive • London ON 2019 - 2020

- Collaborated with other executives to plan meetings and fundraise for competitions.
- Trained the marketing and hospitality clusters on strong case presentation and business topics.

East Park Golf / Or Shalom • Day Camp Counselor • London ON 2016 - 2020

- Responsible for planning, organizing, and running activities for children ages 4 - 12.

Junior Achievement Company Program • VP Marketing/Sales • London ON 2017 - 2019

- Designed packaging, product displays, and presentation boards while running Facebook and Instagram pages for the company.
- Trained company members on how to make successful sales, organized sales events in the community, and motivated and inspired company members to make sales.

Camp Timberlane • Canoe Trip Leader • Haliburton ON 2019

- Developed leadership and responsibility leading up to 7 campers on multi-day canoe trips.

Student's Supplies • London ON 2019

- Ran a school supplies drive dedicated to supplying students with all of the tools needed to succeed.

Awards and Honors

Fountain Tire Award 2020

- Won this \$750 award for strong work ethic and a collaborative and indomitable spirit.

Lloyd Carr-Harris Foundation Scholarship 2020

- Won this \$5000 scholarship for academic excellence and a passion and aptitude for business.

DECA Provincial Champion in the Marketing Communications Series Event 2019 - 2020

- Won the provincial case competition against over one hundred competitors back to back.

Junior Achievement London and District Vice President of Sales of the Year 2018 - 2019

- Won best VP Sales out of 17 for leading my JA company to success in sales and revenue generation.