

Mica Shatil

micashatil@gmail.com • [LinkedIn](#) • [GitHub](#) • [micashatil.com](#)

Education

University of Waterloo and Wilfrid Laurier University 09/2020 - 08/2025
BCS (Computer Science)/BBA (Business Administration) Double Degree (**Cumulative Average - 89.77%**)

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, Figma
Soft Skills: Strong Communicator, Organized, Fast Learner, Flexible, Dedicated, Creative, Driven

Experience

Camp Timberlane • Senior Canoe Trip Leader • Haliburton ON 06/2023 - 08/2023

- Organized all aspects of 10 canoe trips throughout the summer, including planning routes, fielding participants, planning meals, packing the trip, and running the trips.
- Led groups of up to 10 on multi day canoe trips in various provincial parks.
- Motivated team members and campers to work to their full potential and face challenges with a positive attitude leading to all team members always being satisfied with their trip.

LEVEL (Cardon Rehab) • Beta Testing Coordinator • Burlington, ON 05/2023 - 06/2023

- **Organized** and **operated** the beta testing of the LEVEL medical sensors in physiotherapy clinics.
- Collected testing feedback and results bringing it through the full data analysis process to gain key insights into product usage.
- Wireframed the product UI display, to incorporate user feedback and increase usability.
- **Coordinated** with both internal and external stakeholders to ensure **product market fit**.
- **Tools:** Python (pandas, matplotlib), SQL, Monday.com

Manulife • Data Scientist • Toronto, ON 01/2022 - 05/2022

- **Optimized** digital marketing targeting through creating distinct customer segments using **Google Cloud Platform (BigQuery, BigQueryML), k-means clustering, and SQL**.
- Tracked, summarized, and presented website and marketing performance across different audiences with **Google Analytics, Google Data Studio, and Powerpoint**.
- **Tools:** Python (Scikit-learn and Pandas), SQL, Google Analytics, Google Data Studio, Google Cloud Platform (BigQuery, BigQueryML), Neo4J, Cypher

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.
- Partnered 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 to enhance the client outreach process - **increasing early access partners by 170%**.
- Assessed co-op applicants' resumes and cover letters to identify qualified candidates who successfully meet role requirements, offering interviews to the top candidates.

- Participated in the hiring process for aspiring co-ops focusing on culture fit, cohesion, and qualifications.
 - **Tools:** Python (pandas, simple_salesforce), Salesforce API
- 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.
 - Tools: Flutter, Dart, **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 up to 10 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**.
- 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 of up to \$2000 to fund youth lead community initiatives that aid the local population in the London Middlesex area.
- A.B Lucas Student's Council • Executive • London ON** 2017 - 2020
- Organized school wide events including dances, fundraisers, assemblies, and competitions.
- DECA • Chapter Executive • London ON** 2019 - 2020
- Collaborated with other executives to plan meetings and fundraisers 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
- Managed social media presence and designed packaging and product displays for the company.
 - Lead company sales efforts through organizing sales training and events with over 100 attendees.
- 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 marketing communications case competition against over 100 competitors.
- 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.