

NICHOLAS M. CONTI

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EDUCATION AND SKILLS

CONCORDIA COLLEGE, Moorhead, MN
Bachelor of Arts in International Relations

August 2000 – May 2004

Trainings & Certificates: Certificate of Completion in “Data Analysis” by Johns Hopkins University via Coursera (March 2013); “Machine Learning” by Stanford via Coursera (June 2013); “Data Scientist Certification” by Dataquest.io

Technical Skills: MS Office Suite, SQL, R, Python, data visualization, Git, Catalyst, GIS, WebFOCUS, HTML, CSS

EXPERIENCE

Regulatory Analyst & Bank Officer, U.S. Bank

August 2015 – Present

- Engage key stakeholders across the enterprise in responding to Federal regulators and internal auditors
- Model customer behavior to assess the impact of fee related products and regulatory changes
- Examine sales and consumer behavior to proactively check for regulatory compliance
- Provide analysis and reporting to support planning for credit and deposit products in a heavily regulated industry

Financial Analyst & Bank Officer, U.S. Bank

November 2013 – August 2015

- Produced analytical reports for diverse product management, senior leadership, and branch audiences
- Evaluated efficacy of promotion and sales activities; forecasted likely profitability of proposed credit products
- Provided senior leadership with on-demand, near real time analytics, reporting on sales, pricing, and promotion ROI
- Led transition to the WebFOCUS reporting environment, created reporting databases, and trained coworkers

Consultant, United Strategies

July – October 2013

- Managed fundraising for state and national clients, provided major donor prospecting and email list management
- Developed and implemented communication strategy for state and national clients and managed vendors

State Data Director for Michigan, VVN (previously ISSI)

September 2010 – June 2013

- Administered the Voter Activation Network (“VAN”) for several 501(c)(3) & 501(c)(4) organizations
- Collected and analyzed data to plan, budget, and implement member groups’ programs for political mobilization
- Budgeted and planned multiple statewide voter contact programs for America Votes and Michigan Voice

Deputy Field Director & Data Manager, Minnesotans for Matt

May 2010 – August 2010

- Created and implemented statewide voter contact program using micro-targeted voter identification and persuasion,
- Managed campaign data: administered the VAN, tracked volunteers, developed targets, and targeted direct mail
- Managed statewide field organizing staff

Campaign Manager, Madore for Congress

January 2010 – March 2010

- Wrote strategic plan, created budget, hired and managed campaign staff, oversaw FEC compliance and voter tracking

Social Media Development Consultant, Various Clients

December 2009 – September 2010

- Managed social media development for corporate and non-profit clients, boosted online presence and interactivity

Campaign Coordinator, Dave Pinto for Ramsey County Attorney

August 2009 – January 2010

- Drafted plan for fundraising, constituency outreach, and communications

Endorsement Coordinator, Gaertner for Governor

January 2009 – July 2009

- Acted as on-the-record spokesperson and contact for press releases; planned events; ran statewide delegate contacts

Field Director, Tinklenberg for Congress

July 2008 – November 2008

- Hired and managed field staff; ran voter identification/persuasion, volunteer recruitment, and candidate retail events

Staff Assistant, Office of Congresswoman Betty McCollum

January 2007 – July 2008

- Provided administrative support for district office and liaised with state officials about federal issues facing Minnesota

Field Coordinator, Wetterling for US Congress ’06

March 2006 – November 2006

Field Coordinator, R.T. Rybak for Mayor

August 2005 – November 2005

Field Coordinator, MN House DFL Caucus

May 2004 – November 2004