Shahed Faisal

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CAREER PROFILE

MBA/MSIS '24 candidate with dual specialization in Business Analytics and Cybersecurity. Seeking full-time roles in Business Intelligence, FP&A, or Corporate Strategy. Having cross-functional experience in technology, consumer goods, telecom, and insurance industries with a track record of driving business growth through data-driven strategies and enhancing operational efficiency. Skilled in automating workflow, developing financial models, analyzing data, providing recommendations to senior management, planning and executing strategies to attain business goals, and fostering partnerships with key stakeholders through effective communication and collaboration.

EDUCATION

BAYLOR UNIVERSITY - Waco, TX, USA   **May 2024**
  Master of Business Administration
  Master of Science in Information Systems *(Concentration in Business Analytics & Cybersecurity; STEM designated)*
- CGPA: 3.94/4.00 | 100% merit-based scholarship | GRE: 322 (94th percentile in quantitative reasoning)
- 1st Place, 17th Annual Hankamer Business Ethics Case Competition | Top 5%, National Cyber League (Spring '23)
- Relevant courses: Advanced Python for Analytics, Business Intelligence, Database Management, Data Visualization
- Graduate Assistant, Center for Professional Selling: Migrated 10-years' website data from legacy CMS to WordPress

UNIVERSITY OF DHAKA - Dhaka, Bangladesh   **April 2019**
  Master of Business Administration *(Concentration in Finance)*
- Relevant courses: Statistics & Decision Analysis, Financial Information Analysis, Project Management
- Volunteer In-Charge, IBA Recruitment Examination Support Service: Led teams of 5 to ensure compliance in 24 recruitment exams partnering with exam controller, exam center authorities and local law enforcement agency
- Organizing Committee Member: IBA Golden Jubilee, IBA MBA Fresher 2016, IBA MBA Cultural Night 2016

AMERICAN INTERNATIONAL UNIVERSITY-BANGLADESH - Dhaka, Bangladesh   **January 2013**
  Bachelor of Science in Electrical & Electronic Engineering

EXPERIENCE

TEXAS LIFE INSURANCE COMPANY   **Waco, TX, USA**
(The longest-operating, A+ rated universal life insurance provider in Texas)

Data Analyst Intern   **May 2023 - August 2023**
- Created a dynamic Power BI dashboard, monitoring sales performance by branch, agent, and policy categories
- Streamlined actuarial experience study process, slashing ETL timeframe from 1-hour to just 1-minute
- Actively assisted the data architect in transitioning data infrastructure to Microsoft Azure cloud
- Identified and resolved data retrieval bottleneck, achieving 3x faster lead time for FP&A quarterly reporting

EGENERATION   **Dhaka, Bangladesh**
(First publicly listed software technology company in Bangladesh; Gold partner of Microsoft and SAP)

Manager, Strategy   **December 2019 - June 2022**
- Developed financial models and comprehensive fund utilization plans to evaluate investment feasibility and meet regulatory compliance for IPO; raised equity funding worth $2M
- Led strategy team to plan and execute go-to-market and sales strategies collaborating with sales and operations team resulting in 23% revenue growth in FY21
- Constructed 3-year forecasting model through research and data analysis based on local & global market insights
- Implemented P^2T^2 (Policy, Process, Tools, Template) initiative achieving 2x project delivery efficiency in a year

- Improved analytics support by automating management reporting using Power BI and Power Automate
- Received 'Best eGener of the Quarter' award for outstanding performance in Q3, FY20

Assistant Manager, Strategy   **March 2019 - November 2019**
- Modeled rolling cashflow projection identifying and resolving collection bottlenecks to reduce cash cycle by 25%
- Assessed business viability of Health-tech & 4IR technology solutions to prepare reports with recommendations
- Trained 100+ employees on financial modeling techniques, and built in-house knowledge-sharing platform

ACI LIMITED   **Dhaka, Bangladesh**
(A blue-chip company in Bangladesh with 29 subsidiaries; market leader in retail chain)

Planning Analyst   **June 2018 - March 2019**
- Consolidated $1B annual budget of ACI group for FY19 and monitored it monthly to keep variance within ±5%
- Analyzed and recommended to the CFO investment viability of energy, retail, FMCG and healthcare projects
- Constructed comprehensive monthly cashflow forecasting model to reduce forecast cycle time by 7 days

ELTEK   **Dhaka, Bangladesh**
(World leader in high-efficiency power electronics and energy conversion headquartered in Norway)

Senior Engineer   **May 2014 - April 2016**
- Supervised 'Tower Monitoring System' implementation at 500 telecom sites to improve connectivity for 2M people
- Standardized procurement process and renegotiated terms with suppliers to cut down procurement cost by 20%

Assistant Engineer   **September 2012 - April 2014**
- Managed 12 technicians to implement 'Low-voltage Battery Disconnect' in 76 telecom sites saving 25% of budget
- Coordinated implementation of Solar Hybrid solution at 40 telecom sites to lower fuel consumption by 33%

EXTERNAL PROJECTS

VENTURE CAPITAL & PRIVATE EQUITY ASSOCIATION OF BANGLADESH   **Dhaka, Bangladesh**
(Private sector body comprising of local and international venture capital and private equity firms in Bangladesh)

Policy Consultant   **March 2020 - April 2020**
- Studied the impact of local startups on national economy during COVID-19 pandemic through surveying 20+ venture capital and private equity firms, and recommended policy support to the Ministry of Finance

BAGDOOM.COM   **Dhaka, Bangladesh**
(First B2C e-commerce retail platform in Bangladesh)

Strategy Consultant   **May 2019 - July 2019**
- Launched lifestyle brand 'Krishti' by formulating and implementing market penetration strategies that grew revenue by 30% in the following year, promoted eco-friendly products, and empowered 4,500 rural women artisans

SKILLS

- Analytical: Data mining, cleansing, modeling and visualization, research, critical thinking, reporting dashboard
- Programing & tools: Excel, Power BI, Tableau, SQL, R, Python, Git, PowerPoint, JMP (portfolio: shahedfaisal.github.io)
- Statistics & Machine Learning: Hypothesis testing, regression, forecasting, supervised and unsupervised learning, clustering, profiling, decision tree analysis, deep learning

ADDITIONAL

- Reached top 10% globally in ModelOff (Financial Modeling World Championship) in 2018
- Reached top 8% in Data Analysis (Excel-based) competition at ACI Limited in 2018
- Publication: Imtiaz, M., Mahmud, K., & Faisal, M. *The Determinants of Profitability of Non-bank Financial Institutions in Bangladesh*. International Journal of Economics and Finance, Vol. 11, No. 6