

# Shahed Faisal

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## EDUCATION

|   |                          |
|---|--------------------------|
| <b>Baylor University</b>  | <b>Waco, TX</b>          |
| Master of Business Administration   | May 2024                 |
| Master of Science in Information Systems ( <i>Concentration in Business Analytics; STEM</i> ) | May 2024                 |
| <b>Institute of Business Administration, University of Dhaka</b>                              | <b>Dhaka, Bangladesh</b> |
| Master of Business Administration ( <i>Concentration in Finance</i> )                         | Apr 2019                 |
| <b>American International University-Bangladesh</b>   | <b>Dhaka, Bangladesh</b> |
| Bachelor of Science in Electrical & Electronic Engineering                                    | Jan 2013                 |

## WORK EXPERIENCE

|  |                            |
|--|----------------------------|
| <b>Texas Life Insurance Company</b> ( <i>The longest operating A+ rated universal life insurance provider in TX</i> )  | <b>Waco, TX</b>            |
| <i>Data Analyst Intern</i>   | <i>May 2023 - Aug 2023</i> |
| <ul style="list-style-type: none"><li>Enhanced sales visibility by creating a dynamic Power BI dashboard tracking policy sales across 5 territories.</li><li>Slashed actuarial reporting time by 50% by resolving data retrieval bottlenecks through SQL query optimization.</li><li>Accelerated experience study process, reducing query response time from 10-min to just 5-sec using Power Pivot.</li><li>Created a Functional Design Document for migrating agent production database with 15+ tables to Azure cloud.</li></ul>  |                            |
| <b>eGeneration</b> ( <i>First publicly listed ITES provider in Bangladesh; Gold partner of Microsoft and SAP</i> )   | <b>Dhaka, Bangladesh</b>   |
| <i>Manager, Strategy</i>   | <i>Dec 2019 - Jun 2022</i> |
| <ul style="list-style-type: none"><li>Secured \$2M equity funding through IPO by developing financial models with comprehensive fund utilization plans, assessing investment feasibility, and ensuring regulatory compliance.</li><li>Achieved 23% revenue growth in FY21 through strategic planning and collaboration with the Sales &amp; Operations team, leading a successful go-to-market and sales initiative.</li><li>Delivered 3-Yr forecasting model through extensive market research, driving insights for informed decision-making.</li><li>Doubled project delivery efficiency within a year by implementing P<sup>2</sup>T<sup>2</sup> (Policy, Process, Tools, Template) initiative.</li><li>Enhanced analytics support by automating financial reporting with Power Query and Power BI dashboards.</li></ul> |                            |
| <i>Associate Manager, Strategy</i>   | <i>Mar 2019 - Nov 2019</i> |
| <ul style="list-style-type: none"><li>Reduced cash cycle by 25% through a rolling cashflow projection, identifying and resolving collection bottlenecks.</li><li>Evaluated Health-tech and 4IR technology solutions, producing insightful reports with strategic recommendations.</li><li>Trained 100+ employees in financial modeling techniques and established an in-house knowledge-sharing platform.</li></ul>  |                            |
| <b>ACI Limited</b> ( <i>A blue-chip company in Bangladesh with 29 subsidiaries; market leader in retail</i> )  | <b>Dhaka, Bangladesh</b>   |
| <i>Financial Planning Analyst</i>  | <i>Jun 2018 - Mar 2019</i> |
| <ul style="list-style-type: none"><li>Managed and monitored \$1B annual budget for FY19, maintaining variances within ±5% for financial stability.</li><li>Assessed investment viability in energy, retail, FMCG, and healthcare, offering recommendations to the CFO.</li><li>Slashed monthly cashflow forecasting time by 50% with advanced Excel modeling, improving decision support.</li></ul>  |                            |
| <b>Eltek</b> ( <i>Leading power electronics and energy conversion provider headquartered in Norway</i> )   | <b>Dhaka, Bangladesh</b>   |
| <i>Project Manager</i>   | <i>May 2014 - Apr 2016</i> |
| <ul style="list-style-type: none"><li>Enhanced connectivity for 2M people by supervising 'Tower Monitoring System' deployment at 500 telecom sites.</li><li>Reduced procurement costs by 20% through standardized processes and supplier renegotiations.</li></ul>   |                            |
| <i>Assistant Project Manager</i>   | <i>Sep 2012 - Apr 2014</i> |
| <ul style="list-style-type: none"><li>Achieved 25% budget savings by effectively managing 12 technicians to execute LVLD installations at 76 sites.</li><li>Lowered customer's fuel consumption by 33% by managing 'Solar Hybrid' implementation at 40 telecom sites.</li></ul>  |                            |

## SKILLS

- Analytical Skills: Data modeling, ETL, data mining, data visualization, research, critical thinking, financial data analysis
- Programing & Tools: Excel, Power BI, Tableau, SQL, R, Python, Git, SSMS, SPSS, RStudio, PowerPoint, Salesforce
- Statistics & Machine Learning: Hypothesis testing, regression, clustering, decision trees, supervised & unsupervised

## ADDITIONAL

- Reached top 5% in the US in 'National Cyber League' in Spring 2023
- Reached top 10% globally in 'ModelOff' (Financial Modeling World Championship) in 2018