

# Shahed Faisal

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## CAREER PROFILE

More than 7 years of cross-functional experience in technology, consumer goods, and telecom industries with a track record of driving business growth through data-driven strategies and enhancing operational efficiency. Skilled in automating workflow, analyzing data, presenting insights to top management, planning and executing strategies to achieve business goals, and nurturing critical partnerships. Developed financial models to aid organizations in making informed investment decisions and improving liquidity. Currently enrolled in an MBA/MSIS dual degree program at Baylor University, with a focus on Business Analytics, and seeking a Summer 2023 internship opportunity.

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## SKILLS

- Analytical: Data cleansing, modeling and visualization, statistical analysis, research, critical thinking, reporting
- Programing & tools: Excel, Tableau, SQL, Python, R, Git, Power BI, PowerPoint, HTML (portfolio: [shahedfaisal.github.io](https://shahedfaisal.github.io))
- Libraries: NumPy, Pandas, Matplotlib, Plotly, Scikit-learn, PyTorch, Django, Tidyverse

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## EDUCATION

**BAYLOR UNIVERSITY** - Waco, Texas **May 2024**

**Master of Business Administration**

**Master of Science in Information Systems** (Concentration in Business Analytics; STEM designated)

- CGPA: 3.89/4.00 | 100% merit-based scholarship | GRE: 322 (94<sup>th</sup> percentile in quantitative reasoning)
- 1<sup>st</sup> Place, 17<sup>th</sup> Annual Hankamer Business Ethics Case Competition | Participant, National Cyber League (Spring '23)
- Relevant courses: Advanced Python for Analytics, Data Visualization, Database Management, Business Intelligence
- Graduate Assistant, Center for Professional Selling: Migrating 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 police
- 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**

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## EXPERIENCE

**EGENERATION LTD** **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<sup>2</sup>T<sup>2</sup> (Policy, Process, Tools, Template) initiative resulting in 2x project delivery efficiency in a year
- Improved analytics support by automating management reporting using Power Automate and Power BI dashboard
- 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 and prepared report 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 to keep variance within  $\pm 5\%$
- 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 POWER PTE LTD****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%

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**OTHER EXPERIENCE****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 2019 - August 2021**

- Studied the impact of local startups on national economy during COVID-19 pandemic collecting data from 20+ venture capital and private equity firms and submitted policy recommendation report to the Ministry of Finance

**BAGDOOM.COM****Dhaka, Bangladesh***(First B2C e-commerce retail platform in Bangladesh)***Strategy Consultant****March 2019 - August 2020**

- Launched lifestyle brand 'Krishti' by formulating and implementing strategies that grew revenue by 30% in the following year, promoted eco-friendly products, and empowered 4,500+ rural women artisans

**GEMSCLIP.COM****Dhaka, Bangladesh***(Leading B2B one-stop procurement service in Bangladesh)***Strategy Consultant****March 2019 - August 2020**

- Devised performance monitoring and improvement strategies across organization; streamlined sales process and created monthly KPI reporting dashboard for management decision support

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**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