MD SAIKOT

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EDUCATION

Master of Science in Computer Science (Data Science), Fitchburg State University, August 2021
Bachelor of Science in Economics, South Dakota State University, May 2019

PROFESSIONAL EXPERIENCE

Business Analyst   Oct. 2023 – Present
Sunnova Energy International, Inc.   Austin, TX
- Develop analytical models, data visualizations, and metrics for Portfolio performance to drive key business decisions.
- Design and implement metrics, dashboards, and reports to assess Portfolio performance and support strategic business decisions.
- Conduct qualitative and quantitative assessments of models, including theoretical aspects, design, and implementation, as well as evaluate data quality and integrity.
- Collaborate with cross-functional teams, produce detailed analysis and reporting, and continuously improve dashboards for effective data representation.
- Cultivate data expertise and ensure data quality across various data flows to support accurate and reliable insights.

Database Administrator   Oct. 2022 – Oct. 2023
Energy Service Partners, Inc.   Torrance, CA
- Develop and maintain 55+ custom applications, optimize efficiency, collaborate on scalable and secure database architectures for 2600+ concurrent users, ensuring high availability.
- Develop and implement interactive dashboards and analytical reports to visualize data, facilitate data-driven decision-making, and effectively communicate findings to cross-functional teams.
- Anticipate and implement 100+ new automations, driving streamlined processes, eliminating manual tasks, and significantly enhancing efficiency and productivity.
- Identify cost-saving opportunities through research and analysis, resulting in $62,000 savings for the company by strategically selecting software and products based on quantitative assessments and ROI calculations.

Project Manager   Feb. 2021 – Oct. 2022
Energy Service Partners, Inc.   Torrance, CA
- Successfully managed a portfolio of 3000+ residential solar projects ranging from $20k to $200k, contributing over $25 million in revenue, with consistent recognition as a top performer for 10 consecutive months.
- Led a team of 15 to 25 sales reps, overseeing their work on 250+ projects per month.
- Implemented robust project management processes, resulting in a significant enhancement of the realization rate from 49% to an impressive 76%.
- Managed project budgets ranging from $20,000 to $150,000, ensuring adherence to financial targets.

Operations Analyst   Aug. 2019 – Feb. 2021
Greenspire, LLC   Santa Monica, CA
- Assisted the sales team in operational tasks, including solar design, data analysis, policy execution, and solar pricing quotes, resulting in a 20% increase in sales conversion rate.
- Compiled, analyzed, and evaluated sales performance metrics, leading to the identification of key areas for improvement and a 15% increase in overall sales revenue.
- Achieved a 15% increase in successful customer acquisitions by actively collaborating with retail solar consultants in system design, lead qualification, and deal closure processes.

RELATED SKILLS

- **Programming Languages:** Python, R, SQL, Jinja2, JavaScript, HTML, JSON
- **Tools:** Jira, Zapier, QuickBase, Salesforce, MS Office 365, Tableau, Power BI, QlikView, IBM Cognos Analytics
- **Soft Skills:** Project Management, Database Management, Client Facing, Communication, Leadership