

Ajay Shan

Email: ajaycshan@gmail.com | Phone: 0413172520 | Address: 126 Riley Street, Darlinghurst, NSW 2010

'Kiwi Data Practitioner experienced in scaling operational, financial and data infrastructure within Fintech. First Class Honours in Economics from LSE. Seeking to create long-term value through strategic rigour and critical-thinking'

EDUCATION

London School of Economics and Political Science (LSE) | BSc Economics

First Class Honours (Highest Attainable Degree Classification)

- **Relevant units:** Quantitative Finance [Derivatives, Risk Management and Modelling], Statistics (80%), Operational Research Methods (94%), Macroeconomics, Econometrics, Labour Economics (82%),
- **Societies:** Consulting, Business Investment Group, Trading, Algorithmic Trading, Hockey, Drama

University of Sydney | Bachelor of Engineering Honours and Bachelor of Commerce

Scholar Chancellor's Award: AU\$10,000 per year for 99.95 ATAR equivalent

- **HDs:** Microeconomics (97%), Intro Engineering (92%); **Ds:** Macroeconomics, Linear Algebra, Differential Calculus

Auckland Grammar School | Secondary School

A Levels – A*A*A*A* in Economics, Mathematics, Physics and Chemistry

- Top in New Zealand in AS Mathematics (97%) and AS Economics (98%)
University Entrance Scholar: 7th on Honours Board of 500-person year cohort (93.3% average)

WORK EXPERIENCE

Stake | Fintech

Jan 2020 – Dec 2023

Data & Insights Analyst | Sydney, Australia

Oct 2022 – Dec 2023

- Segmented NZ customers by age, portfolio and trade frequency via Python and SQL, enabling targeted growth campaigns leading to 23% CAC reduction
- Facilitated 30% rise in marketing content reader engagement through analysis and feature engineering on survey data
- Structured and delivered 20-person training session on Bigquery SQL fundamentals, enhancing business data self-service and access to non-technical stakeholders. Led to 40% reduction in monthly data pull request tickets
- Designed and developed data insight reports used to drive key business decisions on channel management

Senior Operations Analyst | Sydney, Australia

Mar 2021 - Oct 2022

- Spearheaded consolidation of 14 data sources into unified dashboard to ensure metric alignment across Product, Finance, Marketing and Operations teams
- Translated and presented findings on cash liquidity timings into digestible narratives ahead of crypto product launch

Operations Analyst | Auckland, NZ | Sydney, Australia

Jul 2020 - Mar 2021

- Utilised SQL and Python to greater automate reconciliations process in line with 4-fold transactions growth
- Performed detailed analysis on large volumes of data to forecast breaches in USD account limits

UK & NZ Customer Insight Analyst | London, UK | Auckland, NZ

Jan 2020 - Jun 2020

- Created visualisations of trading data via matplotlib Python package for weekly stock market article - 'The Wrap'
- Actively engaged with local traders to propose respective UK and NZ product launch and marketing strategies

The Hurlingham Club (Accounts) | Finance Intern | London, UK

Aug 2018 - Sep 2018

- Exercised attention to detail whilst inspecting large volumes of payments data using Exchequer accounting software

InfocentriK Limited | Marketing Intern | Wellington, NZ

Jul 2017 - Sep 2017

- Promoted document management software and services for information consultancy
- Established key relationships with clients to critically assess and collaborate on value-adding opportunities
- Ensured consistency in business explanations of marketing team through creation of 'InfocentriK Product Guide'

LEADERSHIP EXPERIENCE

LSEAU Hockey Club Executive Committee | Tour Secretary

Mar 2019 – Mar 2020

Organised flights, accommodation, sponsorships, fixtures and tournament kit for 60-person LSE Hockey 2020 Madrid Tour

- Oversaw budget exceeding GBP20,000 under exposure to both currency (GBP/EUR) and price-change risks

SKILLS AND INTERESTS

Languages: English (Native), Tamil (Native), CEFR B1/B2 Spanish (Intermediate)

IT Skills: PostgreSQL (Intermediate), BigQuery SQL (Intermediate), Python (Intermediate), MATLAB (Intermediate), Tableau, Looker, Microsoft Office (Advanced), Stata (Basic), R (Basic), Google Cloud Platform (GCP)

Interests: Bouldering, F1, Tennis, Poker, Pilates, Board Games, Trading, AI Generative Art