

Danial Zaidi

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Education

University of Waterloo

Bachelor of Accounting and Financial Management, Honours Co-op

Waterloo, ON

Graduation: April 2024

Work Experience

Moore's

Sales Associate (Part-time)

Waterloo, ON

June 2019 – Current

- Expedite the sale of men's professional wear using sales tactics learned through on-the-job experience to handle transactions averaging \$5,000 per shift
- Network with clientele to build strong relationships resulting in a loyal customer base for the company

Region of Waterloo

Financial Analyst Intern- Treasury and Revenue Services

Waterloo, ON

July 2018 – August 2018

- Updated the benchmark investment calculation, MPAC income, and mid-year expense reports using Excel and Oracle overall leading to a 25% decrease in completion time
- Leveraged Excel in order to bill clients for use of the region's services; working with transactions of an average of \$2,500 per day
- Received mentorship from CFO to facilitate a deeper knowledge of revenue within municipal governments

Alma Shop

Business Development Intern Services

Waterloo, ON

February 2017 – January 2018

- Assisted with data entry using Google Sheets to have an easily accessible form for all owners
- Aided founders with various administrative, client, and start-up needs for the venture
- Updated and maintained reports, project details of development, pre-launch platform, and investor plans

Extracurricular Involvement

Accounting and Finance Student Association

External Services - Sponsorship Executive Lead

Waterloo, ON

September 2019 – Current

- Communicated and negotiated with various local businesses in order to create new sponsorship relationships resulting in 5 new businesses sponsoring upcoming events
- Organized and communicated with previous sponsors to maintain relationships leading to 12 previous sponsors maintaining relationship with AFSA

UWPM ProdCon – Microsoft Teams

Competitor

Waterloo, ON

November 2019

- Created and presented a redesign of the onboarding process for new users of Microsoft Teams

Projects

Stock Visualizer

UI to display stock information (Angular, Javascript, HTML, CSS)

<https://git.io/JU4IP>

Time Value of Money Calculator

Tool to calculate time value of money (HTML, Javascript)

<https://git.io/JU4ID>

Skills

Technical: Proficient with Excel, Python, R, HTML, CSS, Javascript