**Guillaume Teissier**

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**EDUCATION**

Bachelor of Business/Finance (4 years) *University of Montreal* 2013-2017

Exchange program *Australian National University* 2016

**SKILLS**

**Programming** SQL, Python, C

**Management data** PowerBi, Snowflake, Azure

**Languages** English, French, Swedish [basic]

**PROFESIONNAL EXPERIENCE**

**Data Consultant**, Deloitte Consulting, Brussels 03/2021- 09/2021

* *Pharmaceutical*: conducted the analysis of tendering platforms and issued recommendations on custom developments and technical analysis of requirements. Led workshops and deck construction.
* *EU institutions*: developed ML models for the segmentation of EU security spending and a web scrapper of all EU stakeholders information.

**Data Analyst - Pricing & Yield Manager,** Flixbus Charter GmbH, Munich 2019 - 2020

* Increased by 10%pp our pricing accuracy (limiting the difference between Flixbus Charter prices and bus partners prices) by leveraging financial models, colleagues experience
* Built a predictive algorithm to detect possible cancellations. Time spent on reservations with high cancellation probability now moved to negotiate better margins with our partners and improve customer service.
* Cut down time dedicated to reporting by 20% by learning SQL to write queries to our database and PowerBi to develop and maintained 10+ dashboards with their respective KPI’s.
* Finished the transition of our system from hard to soft-coded parameters and started the framework to move prices to full automation with a series of test on price sensitivity for our customers and bus partners.

**Internship Finance and Accounting,** GoPomelo Inc, Bangkok 02/2018-04/2018

* Built new reporting tools (dashboards) in Excel to track sales, client acquisitions. In collaboration with the CEO and HR we used it to implement a sale-based bonus system.
* Developed Excel Macro to cut down time by half for account reconciliation and sending invoices.

**Internship Investment Funds Services,** ClearstreamBanking SA, Luxembourg 07/2017-12/2017

* Collaborated with internal and external parties to develop and execute end-to-end mutual funds transfers between sub-custodians. Worked with fund Transfer Managers to open client’s accounts, provide financial metrics calculations and resolve transfer errors.