

# KEILOR GILBERT

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## EXPERIENCE

### Visa, Inc.

#### CHIEF OF STAFF, NORTH AMERICA MERCHANT SALES

Jan 2018 – Jan 2020

Served as the leadership team's primary resource for data analysis on North America (NA) Merchant clients, constituting \$3.3 trillion in annual payment volume.

Reorganized Visa's NA Merchant Sales Organization of 102 FTE, resulting in a 24% increase in actively-managed clients, 52% increase in sales opportunities, and 30% increase in signed deal revenue. Developed the methodology to identify and classify Visa's top 300 enterprise merchants for optimal sales treatment. Created role definitions, facilitated talent reassignment up to SVP level, and restructured team CRM.

Defined FY goals for the team and individual leaders and measured all performance. Provided weekly reporting to the team and executive management on all client wins, losses, and significant updates. Produced team's annual Sales Kick Off Meeting, a two-day conference presented by leaders from across the payments industry. Developed internal & external presentations for the head of the organization. Managed team's participation in New Grad and Olympic rotational programs and mentored associates.

### Visa, Inc.

#### BUSINESS DEVELOPMENT MANAGER, GLOBAL MERCHANT CLIENT GROUP

Jul 2016 – Jan 2018

Built the data & analytics platform for a new global sales team, helping grow team from 2 to 25 account executives in one year. Constructed scalable client-facing dashboards in VBA, PowerPoint, and Tableau. Scoped and prioritized projects for team's data scientists. Created team's Salesforce environment and reporting tools.

Sourced and vetted potential venture capital investments for Visa. Created client briefs and presentations. Co-founded Visa's partnership with the Network of Executive Women, grew organization to 400 members in three years as Head of Membership.

### CommonBond, Inc.

#### RISK ANALYST, ENGINEERING

Aug 2015 – Jul 2016

Chief engineer for CommonBond's underwriting and pricing models, built with Modelshop software. Constructed models for the company's Student Loan Refinance & Personal Loan products. Implemented all policy changes and performed all logic and performance testing. Ensured proper integration with all model connection points, including TransUnion and front-end APIs.

Determined pricing, performed user data analysis to inform underwriting cutoffs, and regularly informed operations, finance, and the executive team of portfolio metrics.

### Susquehanna International Group

#### ASSISTANT TRADER, EQUITY OPTIONS DESK

Aug 2014 – Aug 2015

Traded retail, finance, and energy stocks. Executed customer trades, constructed customer profit analyses, calculated daily P&Ls, compiled morning news reports, and built Excel-based trading tools.

First place, SIG 2015 Assistant Trader Quantitative Research Project. Developed profitable trading strategies around company bias in reporting guidance EPS data.

## EDUCATION

### Yale University

#### BACHELOR OF ARTS, INTENSIVE MATHEMATICS

2010 – 2014

GPA: 3.66. Core Classes: Accounting, Programming, Game Theory, Discrete Math, Statistics, Differential Equations, Linear & Abstract Algebra, Real & Complex Analysis.

## SKILLS & ACTIVITIES

**Technical:** MS Office, VBA, Tableau, Salesforce, Python, SQL, Groovy, XML, Modelshop, Machine Learning

**Ironman Triathlon:** Louisville, KY. Final time 12:55:39

**Yale Men's Water Polo:** Team Captain, Starting Goalie, Business Manager.

**Other:** Cyclist, Travel Lover, Avid Outdoorsman, Eagle Scout, Baker