KEILOR GILBERT

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EXPERIENCE

Affirm, Inc.
Jul '22 – Feb '23

MANAGER, REVENUE ANALYTICS

Managed a client-facing analytics team responsible for 100 actively-managed merchants representing 45% of Affirm's sales volume. Oversaw identification, sizing, and testing of revenue growth opportunities. Built and provided all client reporting using Python and Looker. Mentored and coached 3 direct reports. Created a team operating model by developing account prioritization framework, defining roles, and standing up new tools & processes. Proactively built data tools and analyses beyond my role to help the business.

Affirm, Inc.
Feb '21 – Jul '22

LEAD, REVENUE ANALYTICS

Owned client analytics for a portfolio of Affirm's largest retailers, representing 25% of Affirm's total sales volume. Grew portfolio revenue +55% YoY. Directly managed one senior analyst. Identified program optimizations, created and presented business cases to clients, and performed A/B tests and pre/post analyses to demonstrate incrementality. Signed new and protected existing Fortune 100 partnerships by quarterbacking merchant pilots and competitive scenarios. Built and automated reporting infrastructure across Affirm, replacing the need for 3 FTE.

Visa, Inc.
Jan '18 – Jan '20

CHIEF OF STAFF, NORTH AMERICA MERCHANT SALES

Served as the leadership team's primary resource for data analysis on North America (NA) Merchants, constituting $3.3 trillion in annual payment volume. Reorganized Visa's NA Merchant Sales Organization of 102 FTE increasing actively-managed clients by +24%, sales opportunities by +52%, and signed deal revenue by +30%. Defined FY goals for the team and measured all performance. Produced team's annual Sales Kick Off Meeting. Developed presentations for head of organization. Managed New Grad and Olympic rotational programs and mentored associates.

Visa, Inc.
Jul '16 – Jan '18

BUSINESS DEVELOPMENT MANAGER, GLOBAL MERCHANT CLIENT GROUP

Built the analytics platform for a new global sales team, helping grow team from 2 to 25 account executives in 1 year. Constructed scalable client-facing dashboards in VBA, PowerPoint, and Tableau. Created team's Salesforce environment and pipeline reporting. Scoped and prioritized projects for data scientists. Sourced and vetted venture capital investments. Co-founded Visa's partnership with the Network of Executive Women, grew to 400 members as Membership Head.

CommonBond, Inc.
Aug '15 – Jul '16

RISK ANALYST, ENGINEERING

Chief engineer for CommonBond's underwriting and pricing models. Constructed all models for the company's Student Loan & Personal Loan products. Performed all logic, integration, and performance testing. Determined pricing, performed user data analysis to inform underwriting cutoffs, and regularly reported on portfolio metrics to operations, finance, and the executive team.

Susquehanna International Group
Aug '14 – Aug '15

ASSISTANT TRADER, EQUITY OPTIONS DESK

Traded retail, finance, and energy stocks. Executed customer trades, calculated P&Ls, compiled morning news reports, and built Excel-based trading tools. Placed first in the SIG 2015 Assistant Trader Quantitative Research Competition by developing profitable trading strategies around company biases in reporting guidance EPS data.

EDUCATION

Yale University
2010 – 2014

BACHELOR OF ARTS, INTENSIVE MATHEMATICS

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

SKILLS & ACTIVITIES

Technical: Python, SQL, Looker, Tableau, Snowflake, Databricks, Jupyter Notebook, Postgres, Google Workspace, MS Office, VBA, Salesforce, Groovy, XML, Modelshop, Terminal, 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, Hiker, Eagle Scout, Baker