BUSINESS ANALYST

Executive Profile

Accomplished and results-oriented actuarial mathematician with a strong business and computer science background, who consistently meets deadlines and increases company revenue. O ffering over 10 years experience of project management, actuarial valuations, business analysis, problem solving and a proven track record of exceeding expectations for some of the leading global providers of risk management, insurance, and human resources solutions, combined with a Bachelor of Science degree, specialization in Actuarial Mathematics, and two years of Software Engineering classes.

Skill Highlights

- Project management
- Leadership/communication
- Negotiations expert
- Complex problem solving
- Experienced with VBA, Excel, SQL and SAS programming and data analysis

- Statistical analysis and actuarial valuation.
- Computer programming.
- Software/algorithm design and development
- Strong presentation skills

Core Accomplishments

- Conceptualized and launched a well-received anti-bullying headwear brand, resulting in voluntary celebrity endorsements on national TV and social media by ABC's top 'Dancing With The Stars' professionals.
- Managed a team of actuaries, engineers and computer scientists to develop in-house software and create optimal solutions for client.
- Negotiated strategic partnerships with vendors and clients, resulting in over 30% increase in revenue.
- Closed 7 SPGA cases, resulting in over $519 million increase in company revenue.

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Professional Experience

09/2013 to Current
Business Analyst Manulife ï¼ Usa , MA

- Work directly with CEO on optimization, strategic thinking and problem solving.
- Manage multiple projects and deadlines from start to finish, within timeframe and budget.
- Negotiate with clients, vendors and PR firms on behalf of the company.
- Manage company's public relations and social media strategies.
- Analyze various operating metrics for partnerships and collaborations.
- Develop and maintain strong business relationships with clients, talents, agents, and public relations agencies.

01/2012 to Current
Founder Aon Corporation ï¼ Richmond , VA

- Developed business plan, implemented sales goals, forecasts, business strategies, direction, and modeled the company's culture.
- Created well-received empowering anti-bullying campaigns and initiatives.
- Managed revenue, expenses and external financing to maintain the consistent growth of the business.
- Developed strategic win-win partnerships with non-profit organizations in the U.S, Canada and France.
- Managed all aspects of manufacturing company's headwear downtown Los Angeles.

07/2011 to 08/2012
International Business Analyst IBIS Advisors ï¼ City , STATE

- Analyzed various operating metrics for U.S clients expanding into international markets.
- Created competitive analysis, market research, and business proposals.
- Created data-driven Power Point presentations on "The Long Term Profitability Of Healthy Organizations" presented at the PIHRA conference in Anaheim, San Francisco and Edinburg.
- Slashed administrative cost 50% by initiating and implementing a new software platform.

01/2011 to 07/2011
Project Manager, Retirement Implementation Specialist Towers Watson ï¼ City , STATE

- Lead the implementation of retirement pension plans into a Financial Modeling Software.
- Drafted action plans and led meetings with department executives to review project status and proposed changes.
- Collaborated with cross-functional teams to draft project schedules and plans.
- Provided technical guidance, overall risk analysis and identified top issues with the associated directors of the IT and Retirement teams.

01/2007 to 12/2010
SPGA Pricing Actuary AEGON Capital Management Transamerica Life Insurance ï¼ City , STATE

- Priced over $3 billion of defined benefit and contribution plans.
- Increased cash flow by $519 million and closed 7 SPGA cases.
- Created business proposals and maintained strong business relationships.

- Programmed enhancements to Financial Modeling Software.
- Coded mathematical formulas to calculate APV of future cash flows.
- Initiated and implemented a Cost Of Fund (COF) model and risk managing tool to minimize risks involved with plans valued over $250 million.
- Increased quotes 33% by enhancing pricing software to allow lump sum and disability calculations.
- Poached from Aon Hewitt.

01/2005 to 01/2007
Analyst, Actuarial Software Development Aon Hewitt Consulting Worldwide ï¼ City , STATE

- Managed a team of actuaries, engineers and programmers to define and develop new products and create optimal solutions for client.Â
- Managed the implementation of pension plans to new platform.
- Programmed actuarial benefit plan calculations in an object-oriented programming language with an eye toward code abstraction and reuse.
- Developed strategic recommendations, workflow and organizational structure to support growth.
- Coordinated with QA testers for end-to-end unit testing and post-production testing.
- Nominated to five-member committee to plan and participate in annual Christmas party, attended by 600 employees and with a budget of $70,000
- Poached from Morneau Shepell Income FundÂ

01/2004 to 01/2005
Actuarial Software Developer Morneau Shepell Income Fund ï¼ City , STATE

- EnhancedÂ in-house financial modeling softwareÂ by applying key principles of computer science, engineering and actuarial mathematics.Â
- Programmed actuarial calculations and enhancements to financial modeling software (Ariel).
- Served as the vital link between the actuarial consulting team and computer programmers / IT team.
- Developed a fully customized tool for benefit calculations, written in the C/C++ programming language and published to the web as a .NET application
- Performed statistical analysis and modeling.
- Nominated, as sole junior member, to recruitment team on McGill and Concordia University campuses.
- Recruited from Concordia University Campus.

Education
2004
Bachelor of Science : Actuarial Mathematics Concordia University ï¼ City , State , Canada Successfully completed two years of Software Engineering classes.Â
2000
Associate of Applied Science : Pure and Applied Sciences Dawson College ï¼ City , State , Canada
ACTUARIAL CREDENTIALS AND EXAMS

- Exam MFE/ Actuarial Models: Financial Economics Â Â Â Â Â Â Â Â Â Â Â Â Â Â
- Exam FM/ Financial MathematicsÂ
- Exam P/ Probability Theory Â