

NICHOLAS ETO

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Education

Queens University

2019 - 2023

Bachelor of Applied Science and Engineering (BASc)

Major in Applied Mathematics and Engineering, Minor in Computer Engineering

- **Awards:** Recipient of Queen's University Excellence Scholarship (\$2,000), Recipient of Keyser Project Prize Winner (\$1,000)
- **Relevant computer programming languages:** C, Java, Excel, MATLAB, C++, Python, SQL
- **Relevant courses:** Mathematics of Engineering Systems, Functions of a Complex Variable, Introduction to Control, Microprocessor Interfacing and Embedded Systems, Probability I/II

Work Experience

Eto Swim Academy

2021 – Present

Owner/ Founder

- Established and successfully managed a thriving swim school, demonstrating entrepreneurial spirit and leadership skills.
- Developed and executed business strategies, leading to \$70,000 in revenue.
- Effectively managed a team of instructors and administrative staff, fostering teamwork and coordination.
- Designed and implemented marketing campaigns that contributed to a steady increase in student enrollment, welcoming over 160 swimmers.
- Demonstrated strong financial acumen by overseeing budgeting, financial reporting, and cost control.
- Utilized data analysis and forecasting to make informed decisions, paralleling skills required in financial analysis.
- Cultivated excellent communication and interpersonal skills while interacting with students, parents, and staff.

Scotiabank

May 2022 – August 2022

Intern, Data Analytics and Technology

- Conducted in-depth research on cyber and IT risk, enhancing understanding of technology-related risks in the financial sector.
- Collaborated on a High-Profile Data Analytics project, utilizing Excel and Python, to uncover correlations within various Global Risk Management teams, including privacy, fraud, and cyber.
- Proficiently employed Python libraries such as matplotlib, numpy, and pandas to create insightful visualizations, including heatmaps, to support data-driven decision-making within risk management.
- Worked closely with a Senior Manager to formulate a comprehensive PowerPoint presentation for senior VPs, proposing the implementation of a transformative program to enhance team efficiency and risk mitigation strategies.
- Represented the organization at the prestigious NextFifty conference in July 2020, earning recognition as one of the top fifty candidates. Engaged with industry leaders, participated in enlightening speaker sessions, and contributed to virtual learning events, fostering a deep understanding of financial markets and cultivating an appreciation for Scotiabank's corporate culture.

Extracurricular Experience

Queen's University Business and Engineering Club - *Equity Research Analyst*

2021- 2023

- Leveraged my passion for business and applied critical thinking and problem-solving skills, honed during my academic pursuits, to drive success in the competitive financial industry.
- Conducted extensive research and crafted persuasive stock pitches within the mining industry, demonstrating a profound understanding of market dynamics and the ability to identify lucrative investment opportunities.
- Spearheaded an in-depth analysis of the potential acquisition of Slack by Microsoft, offering valuable insights into Microsoft's strategic expansion plans, while developing a keen sense of mergers and acquisitions (M&A) evaluation.
- Played a pivotal role in collaborating with team members to produce a comprehensive sector and industry report on the Information Technology sector, showcasing my adeptness in synthesizing intricate data and delivering meaningful market analysis.

Me to We Volunteer

March 2019

- Helped build schools in Ecuador with strong work ethic and leadership.
- Created strong relationships with the people from Ecuador.