

# 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

- Directed the operations of the company, Registering the business as a sole proprietorship
- Designed and implemented marketing and sales strategies to drive the number of customers.
- Generated over \$40,000 in revenue within a 4-month period through a targeted sales approach and effective client engagement strategies.
- Welcomed over 120 clients and trained 4 high quality instructors.
- Delivered strong customer service duties in forms of calls, messages, email, and follow-up concerns
- Enforced all safety rules
- Taught swimming to various ages ranging from infants to adults. Each swim lesson designed to help the individual succeed.

### Scotiabank

May 2022 – August 2022

Intern, Data Analytics and Technology

- Participated in a High-Profile Data Analytics project using Excel and Python to find correlations of data across different Global Risk Management teams. Worked with Python libraries such as matplotlib, numpy, pandas to create heatmap within the different risk management teams including the privacy, fraud and cyber teams.
- Worked with senior managers to develop a PowerPoint and present to senior Vice Presidents on implementing a new program that would alter the way the team operated.
- Attended the NextFifty conference in July 2020 as one of the top fifty candidates connecting with leaders, experiencing enlightening speaker sessions, taking part in virtual learning events and experiencing Scotiabank's culture
- Worked in Global Risk Management and conducted research in the fields of cybersecurity and information technology risk

## 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 gained through my education to drive success in the financial industry.
- Conducted comprehensive research and delivered compelling stock pitches in the mining industry, demonstrating a deep understanding of market dynamics and investment opportunities.
- Investigated and analyzed the potential acquisition of Slack by Microsoft, providing valuable insights into the strategic expansion of Microsoft's portfolio.
- Played a pivotal role in producing an in-depth sector and industry report on the Information Technology sector, showcasing my ability to synthesize complex data and deliver 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 Ecuadorian people

## Interests

### Sports:

- Started a swim company and competitively swam for Mallards Swim Team,
- Played in over 8 different university intermural leagues including flag football, spike ball and innertube water polo