NISHKA SHAH

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SKILLS

Python | Java | R | Excel (VBA, macros, pivot tables) | Power BI | HTML | CSS | JavaScript | Figma

EDUCATION

University of Waterloo, Waterloo ON   September 2023 - April 2028

Bachelor of Applied Science in Management Engineering

Relevant Coursework: Algorithms and Data Structures, Work Design and Facilities Planning, Engineering Economics

EXPERIENCE

Business Development Coordinator, LVM Tech (Co-op)   May 2024 - August 2024

- Pitched Bell Mobility Corporate packages and fleet management solutions to 200+ business owners and CEOs daily, communicating value of custom mobile workforce solutions
- Tracked and analyzed Excel call data using Power BI, extracting actionable insights that refined calling strategies and resulted in a 170% increase in leads
- Booked 20+ meetings/week with Bell reps resulting in the acquisition of 19 clients
- Expanded clientele and enhanced customer relationships through proactive engagement and follow-up, utilizing CRM databases including FreshSales and HubSpot

Suspension Team, University of Waterloo Formula SAE Design Team   August 2024 - Present

- Employing MATLAB and VBA to program a load force calculator and using SolidWorks for car modelling
- Acquiring comprehensive knowledge of the engineering design cycle, including problem definition, conceptual design, detailed design, prototyping, and testing
- Assisting in the prototyping phase by assembling and testing components, ensuring they meet specifications and performance criteria through the application of Agile methodologies
- Taking meeting notes on OneNote which are used for internal improvement and project tracking

PROJECTS

Personalized Budgeting and Financial Advice Tool

- Programmed functional tool using VBA with ChatGPT API integration for personalized financial advice
- Led team of 6 in scope management and developing 7 deliverables to foster project efficiency
- Utilized Trello to create lists for workflow stages and to distinguish coding, testing, and report-writing tasks
- Applied PLU stakeholder model to evaluate and address the needs and involvement of key stakeholders
- Conducted risk assessment through a sensitivity analysis among 5 variables to ensure robust iterative testing

Birthday Book

- Used Python to make a Birthday Book program, enabling user commands such as 'add', 'delete', 'search', 'list', 'help', and 'echo' to manage and interact with saved birthday entries
- Program features file-handling and enhanced search functionality with case sensitivity

Tic-tac-toe Game

- Created Tic-tac-toe using HTML and CSS for the Tic-tac-toe grid design
- Used Javascript for game logic, sounds, and dom manipulation