

Sahil Singh, MMA

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| STATEMENT OF INTEREST | Firm believer in leveraging technical acumen alongside powerful storytelling as a vehicle for impactful organizational change. Blending 7+ years of skills in data analytics, strategy development, and cross-functional knowledge of corporate finance, marketing, and sales to bring a holistic perspective to real world challenges. | | |
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| EDUCATION | Queen's University | Toronto | 2024 |
| | Master of Management Analytics, Analytics & Artificial Intelligence (A&AI) <ul style="list-style-type: none">Cumulative GPA of 4.0/4.3 | | |
| | University of Guelph-Humber | Toronto | 2013-2017 |
| | Bachelors of Business Administration, Accounting <ul style="list-style-type: none">Cumulative GPA of 3.7/4.0 | | |

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| WORK EXPERIENCE | TD Bank | | |
| | Finance Operations Analyst | Moncton | 2021-Present |
| | <ul style="list-style-type: none">Monitored transaction processing and general accounting for funds across US and Canadian borders for brown dollars in excess of \$30MMDesigned and implemented SQL based ETL pipelines to extract, transform, and load financial data from multiple sources, reducing month-end reporting timeManaged 30+ financial support services under IFRS and US GAAP while streamlining processes by designing four new reporting mechanisms reducing working hours by 24 annually | | |
| | Rogers | | |
| | Senior Business Insights Analyst | Toronto | 2020-2021 |
| | <ul style="list-style-type: none">Effectively responded to COVID-19 crisis through transition of data mart tools used to host base management list ensuring timely assignments for customer contactInstituted a territory-based sales coverage plan and used the insights to define the market opportunity, coordinated lead distribution, and go-to-market strategy for new productsContributed to growth in B2B penetration rate within Ontario region over 12-month period through segmentation design<ul style="list-style-type: none">Developed analytical models to estimate the impact of different scenarios to assisting in business decision making process through linear regression models | | |

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| WORK | <ul style="list-style-type: none">Created a Pipeline Evaluation analysis tool to monitor sales agent account ownership leveraging CRM (Salesforce) data to enable effective decision-making in front-line change management project design directly maintaining WoW coverage ratios | | |
| EXPERIENCE | | | |
| CONTD. | | | |
| | Business Insights Analyst | Toronto | 2018-2019 |
| | <ul style="list-style-type: none">Introducing and co-owning part of the company's small and medium business market segmentation development plan; design, implementation, and reporting on sales territory modelManaged marketing lead campaigns to ensure productivity capacity and sales opportunity can be actualized in accordance to activity models and channel targets; led initiatives which increased disposition rate by 59%Assisted in the launch of Rogers fibre cable services in B2B space through KPI development and reporting | | |
| | New Grad Leadership Program | Toronto | 2017-2018 |
| | <ul style="list-style-type: none">Generated ad hoc reporting for Sales and Marketing departments on KPI/campaign metrics through the use of scripts in a relational databaseEnsure proper allocation of expenses for budgeted funds on monthly basis for 2018 EBU Product Marketing operating budget comprising of \$2.1MM; created and maintained spreadsheets used to assist in monitoring, interpreting, and presenting the financial information for each project | | |
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| CORE COMPETEN CIES | <p>Skills: statistics (regression, hypothesis testing, probability distributions), data modelling, visual design</p> <p>Programming Languages: Python (data analysis, machine learning, predictive analytics), SQL, and familiarity in R</p> <p>Tools: MS Excel, MS Access and MS suite of tools, RDBMS platforms such as Oracle SQL Developer and PostgreSQL, Salesforce, Pentaho (ETL tool), Alteryx, R Studio, Tableau</p> <p>Languages: English and Punjabi (Bilingual)</p> | | |
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| AWARDS AND HONOURS | Buddha's Light Scholarship | | 2024 |
| | Awarded by Fo Guang Shan (FGS) Toronto for academic achievement, leadership, and community service | | |
| | Dean's Honours List | | 2013-2017 |
| | Awarded to the top 10th percentile in academic achievement of the 2017 graduating class | | |

**VOLUNTEER
EXPERIENCE
AND
EXTRA
CURRICU-
LARS**

Canadian Red Cross Toronto 2022-Present
Emergency Responder Team Member

- Deployment: Peel Asylum Seekers; provided emergency support and resources to refugees to assist with their transition and well-being
- Actively engaged in team preparedness activities while awaiting deployment

Amateur Martial Arts Athlete Toronto 2015-Present
BJJ Tournament Champion – Various

- Collaborate and develop technical drilling program alongside training partners
- Balanced mental, physical, and emotional challenges of combative competition and daily training

Queen's University Assets Fund Toronto 2024
Investment Analyst

- Supported research and investment strategy development for a student-managed portfolio of alternative assets totaling ~\$600,000

Harvest House Moncton 2022-2023
Kitchen Staff Volunteer

- Serving over 300 meals each day for at-risk communities in the Greater Moncton Area
- Improvise and enhance meal plans according to available ingredients with consideration to nutrition and overall quality

Youth Mentor Brampton 2019-2020
Big Brothers and Sisters of Peel

- Counselling assigned mentees (2) throughout adolescent experiences
- Developed and maintained positive relationships with other mentees and mentors in the group mentoring program

References available upon request