NIMESH HASJI

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**EDUCATION**

**University of California, Los Angeles Los Angeles, CA**

*Bachelor of Arts in Economics, Minor in Film, Television, and Digital Media* June 2017

**RELEVANT EXPERIENCE**

**Oracle Santa Monica, CA**

*Progression Account Manager* March 2020- Present

* Plan and present reports on account progress, goals, and quarterly initiatives to share with team members, stakeholders, and possible use in future case studies

*Business Development Consultant, Team Lead*February 2019- February 2020

* Generated over $1.5 Million in pipeline revenue for SMB accounts in the on-premise and cloud space, while consistently exceeding quarterly KPIs (FY19: Q4 190%; FY20: Q1 258%, Q2 128%, Q3: 204% attainment)
* Trained and mentored 10 new consultants on ways to improve prospecting efforts, researching key accounts, internal tools and systems and leading product training for Oracle’s PaaS/SaaS solutions
* Collaborated with the product marketing team on driving attendance for local workshops/events to help senior consultants close business and identify key customer pain points
* Guided SMB accounts in migrating to Oracle products and simplifying their infrastructures to optimize ROI and reduce expenditure by 30%

**Kayne Anderson Capital Advisors Century City, CA**

*Investment Operations Associate* July 2018 – December, 2018

* Monitored Bank Loans/collateralized loan obligations CLO and review interest payments and principal paydowns; Ensured principal and interest received from portfolio assets are properly accounted for and accurate for monthly reports
* Utilization of Advent Geneva: processing corporate actions, dividends, updating daily prices, entering SWAPS/CDS/IBOXX, options, bank debt transactions (interest/paydown/drawdown/rollovers), and generating reports
* Produced quarterly and monthly reports including 13F/13G securities reports, tracking partners contribution on income
* Provided primary and back-up support for Department’s accounting system, including but not limited to Portfolio set-up, Securities set-up and General Ledger Account set-up

**University of California, Los Angeles-Economics Department Los Angeles, CA**

*Research Assistant* May 2015 – June 2016

* Conducted market research on the variable production in electricity markets and the relationship between investor buying habits using behavioral economics
* Collaborated with a team under the supervision of Assistant Professor Jernej Čopič on a LaTeX-based project that involved cleaning up, editing, and organizing several years’ worth of research
* Represented department of economics to present during undergraduate research poster day

**EXTRACURRICULAR EXPERIENCE**

**Volunteer Income Tax Assistance (VITA) Los Angeles, CA**

*IRS Certified Tax Preparer* November 2012– June 2017

* Certified by the Internal Revenue Service (IRS) to prepare and perform high quality reviews of tax returns
* Responsible for filing 1040 Individual Tax forms by advising clients on various tax options and services using TaxWise software
* Selected among 250+ individuals as “Volunteer of the Quarter”

**The Quale Los Angeles, CA**

*Vice President of Finance and Public Relations* August 2016– March 2017

* Coordinated with senior-level staff, analyzed financial documents, and fundraised over $5,000 in support for our annual symposium and monthly events
* Implemented successful marketing and advertising strategies to increase the amount of money raised
* Responsible for monitoring bank and Venmo accounts, reimbursements, and collaborating with outside student-run UCLA organizations to fund for our organization’s quarterly events
* Promoted Spotify student discount program resulting in 30% increase in referral subscribers

**SKILLS & INTERESTS**

**Proficiencies & Skills:** Microsoft Excel (advanced), Advent Geneva, Bloomberg Terminal, HTML & CSS, SQL