

UMIT VATANDOST

Boston, MA | +1-617-371-7606

uvatandost@my.harrisburgu.edu | www.linkedin.com/in/umitvatandost

EDUCATION

MS in Analytics (Computational and Applied Mathematics)

May 2020 – Present

Harrisburg University of Science and Technology | Harrisburg, PA

- GPA: 4

Master of Project Management

Aug 2017 – Apr 2020

Harrisburg University of Science and Technology | Harrisburg, PA

- Research topic: Credit Risk Assessment in Microfinance Institutions Using a Novel Credit Scoring System
- GPA: 3.56

Master of Business Administration (MBA)

Sep 2015 – Aug 2016

HULT International Business School | Boston, MA

An intense one-year no-thesis MBA program focused on developing and building upon students' business acumen, teamwork, and leadership skills.

- Dean's List

BS in Electrical Engineering/Telecommunication (BE)

Jan 2005 – Aug 2010

Urmia University | Urmia, Iran

RELEVANT COURSEWORK

MS in Analytics Coursework: Analytics-Prin & Appls, Analytics II- Prin & Appls, Analytical Methods I, Analytical Methods II, Exploratory Data Analysis, Data Visualization, Functional Programming Languages

Courses taken on Udemy.com: R Programming A to Z, R programming: Advanced analytics in R for Data Science, The complete SQL bootcamp, The complete Python bootcamp, Complete TensorFlow 2 and Keras deep learning bootcamp, Machine learning and data science foundation masterclass

PROJECTS

EDA Final Project: Cluster Analysis and PCA

- Built and tested hypothesis by conducting exploratory data analysis using R on government qualities data provided by The QoG Institute to explore the relationship between governments' democracy qualities and conflict intensity in any given country in the report.

Data Visualization Class Project

- Created an interactive [visualization](#) for Gallup's World Happiness Report 2020

Microcredit Business Line Project

- As the final project for Master of Project Management program, researched literature for existing credit risk assessment methodologies used by microfinance institutions and developed a microcredit business line project proposal for a local bank which utilized a novel credit scoring system

EXPERIENCE

Senior Specialist Relationship Banker – Santander Bank NA.

Apr 2018 – Oct 2020

Boston, MA

Analyzing branch sales data to develop effective strategies to drive sales and provide best solutions for customer needs.

- Analyzed digital analytics data through performance tracking dashboards to measure self-performance and branch performance against previous periods and come up with effective sales strategies to drive business
- Explored deposit and lending opportunities that meet clients' needs including deposit accounts, credit cards, personal unsecured loan/line of credit, and home equity loan/line of credit, negotiated the terms, elaborated on legal documentation and loan agreements, and closed the deals

Store Manager – Spring Communications Inc. (*AT&T Authorized Retailer*)
Cambridge, MA

Jun 2017 – Apr 2018

Managed three associates and analyzed day to day sales data and set goals to exceed performance in the corresponding period of the previous year.

- Coached sales associates to achieve their individual goals as well as contributing to the store goals as team members
- Raised store sales quota to 90%, placing the store in above 75% percentile rank companywide
- Reached individual sales quota of above 90%, consistently ranking among top 4 sales consultants in the district

Assistant Project Manager – Havin Residential Complex
(*Residential real estate developer*) Urmia, Iran

May 2013 – Sep 2015

Co-managed a residential real estate condominium development project handling the project from start to end. Participated in the marketing, client relationship development and sales of the condos.

- Prepared comprehensive company annual financial reviews focusing on company's cash flow, leverage, and sources of repayment of debt
- Identified risks of financing the project and developed appropriate responses to mitigate the risks through risk analysis and management
- Developed 12-unit residential condominium complex yielding 190% ROI in 3 years
- Managed client relationships from the presentation of product 3D to the end of the project and delivery of the condos to clients

VOLUNTARY ACTIVITIES

Relationship Manager – ALPFA Boston (*nonprofit organization*)

Apr 2020 – Present

Facilitated connecting mentees and mentors and ensured the successful establishment and maintenance of a fruitful relationship between them throughout the mentorship program to help mentees achieve their professional and personal goals.

SKILLS

Coding: R, SQL, Python, Java

Technical: Tableau, MS Office, and Project, GitHub

Languages: English (fluent), Persian (native), Turkish (fluent), Kurdish (native), Azerbaijan (fluent), Spanish (beginner)