

Open to Relocation
Eligible for TN Visa
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iamwillfong

WILLIAM FONG

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EXPERIENCE

Senior Analyst, Strategy	Pure Storage	Mar 2022 - Present
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- Estimated \$5M annual value of Deal Desk team with A/B testing for discounting program
- Calibrated reporting by cleansing \$30M in void deals and uncovered \$10M of deals by parsing competitor information with regex from *Snowflake*
- Reduced Deal Desk team workload by 5% with business case to automate small deals
- Advised \$20M business unit by modelling quarterly variance and targeting use cases in *Tableau*
- Mitigated \$10M revenue leakage by validating program approval mechanics in *Salesforce*
- Supported global sales analytics team through feature engineering and optimizing data pipelines in *Snowflake* cloud data warehouse

Senior Consultant	EY (Ernst & Young)	Oct 2020 - Mar 2022
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- Secured \$600k renewal by delivering new features and onboarding to cloud *UiPath* for \$60B Financial Services client and contributed to \$400k contract renewal for \$100B federal department
- Fulfilled over \$1B savings implementing a *Guidewire* transformation by defining acceptance criteria for prioritizing Agile user stories in *Jira*, analyzing data using *Oracle SQL*, and presenting technical concepts for \$5B Crown corporation
- Developed pre-sales *ServiceNow* contact center proof of concept in a Request for Proposal

Staff Consultant	EY	May 2018 - Oct 2020
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- Decreased workdays needed with ETL of accounting data using *Alteryx*, *Power BI*, and *DAX* for \$50B Financial Services client
- Generated annual savings of \$60k by automating SOX testing in *Blue Prism* for \$10B Energy client

Data Scientist	Key Projects	2017 - Present
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- Optimized predictions using over 3M customer orders by transforming data with multi-threaded and distributed *Pandas*
- Visualized over 1B taxi trips by deploying an *Airflow* data pipeline, ingesting a *Google Cloud Storage* data lake, and transforming with *dbt* to a *BigQuery* data warehouse
- Generated sentiment analysis of films with natural language processing (NLP) in *Keras* and forecasted US flight delays with *TensorFlow*

EDUCATION

Bachelor of Business Admin	Simon Fraser University	Sep 2017
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- Management Information Systems, CGPA: 3.71, Vancouver, BC

ADDITIONAL INFORMATION

- **Skills:** Power BI, DAX, Tableau, SQL, Snowflake, Alteryx, KNIME, Python, Google Cloud Platform (GCP), Databricks, Azure Machine Learning, Azure DevOps, Docker, Salesforce, Guidewire PolicyCenter, APIs
- **Recognition:** Celonis Data Engineer, Azure Data Scientist (DP-100) and Data Analyst Associate (DA-100), Reliability Status (GC), Top 10 in EY Codewars
- **Interests:** Fitness, ultimate, mimicking accents, beta testing apps, personal finance