

# KEMAL SEN

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## ASPIRING BUSINESS ANALYST INTERN

### KEY COMPETENCIES

- BCom student with two years' experience in the technology sector
- Strong knowledge of Microsoft Excel, familiarity with SQL and Tableau
- Fervent desire to identify process/system improvement opportunities and building metrics & business cases for AWS to help more companies lower costs, become more agile and innovate faster
- Keen interest in business intelligence and solving real-world problems
- Always eager to learn, biased for action, open to relocate to Ottawa

### WORK EXPERIENCE

#### Business Development Associate | Coinveston Technologies Inc. | Vancouver | November 2018 - September 2019

- Enhanced viability and value of venture by building complex Excel models, analyzing sensitivity reports, and finding the optimal solution to problems
- Got venture admitted to the University of British Columbia's (UBC) Core Technology incubator and General Capital & HubSpot's GROWTH accelerator to get assistance building venture, obtain real-world feedback from experienced business mentors, and analyze the business model
- Built and led customer and investor relationships by attending several networking events, pitching competitions (most of which as ranked first) and informational interviews and with HubSpot's CRM software
- Created marketing materials (such as social media posts, presentations, one-pagers) in two languages by using Adobe Illustrator, Adobe Photoshop and Microsoft PowerPoint and helped software developers with website content and design
- Assisted venture in advancing in global sandbox process by helping CEO and COO with legal research and presentations to BC Securities Commission (BCSC) and Global Financial Innovation Network (GFIN) board

#### Marketing and Sales Coordinator | London Technologies, Inc. | Vancouver | October 2017 - October 2018

- Boosted sales by 65% and improved recognition by building an online store with Shopify and preparing designs with Adobe Illustrator
- Led customer relations and B2B communications with HubSpot's CRM software and Microsoft Excel
- Managed inventory and invoicing by using QuickBooks and MS Excel

### SKILLS & INTERESTS

- Proficient in Microsoft Office (mainly Excel), Adobe Illustrator & Photoshop
- Intermediate with Tableau and SQL for business intelligence
- Fluent in English and Turkish, conversational in Russian and Mandarin
- Hiking avidly to find the perfect frame to shoot
- Controlling a stock portfolio of \$6,000+ for friends and family

### EDUCATION

#### Bachelor of Commerce, UBC Sauder School of Business

Intended Major: Marketing and Business Technology Management | Co-op

Relevant Courses: Intro to Quantitative Decision Making, Application of Statistics in Business, Management and Organizational Behaviour

#### Business Analytics Nanodegree, Udacity | May 2020

Relevant Courses: Intro to Data, SQL for Data Analysis, Data Visualization

### COMMUNITY INVOLVEMENT

#### Project Coordinator | Canadian Council for Refugees (CCR) | BC | October 2018 - Present

- Optimized activities by recruiting 19 members and leading project & team meetings after building the BC Branch
- Started another nationwide social project aiming to bring solutions to one of 17 goals the UN has in its 2030 Agenda for Sustainable Development, decreasing number of youth NEETs
- Expanded branch over 5 cities and maximized data collected by conducting three provincial youth consultations (each with 100+ participants) and conducting 200+ surveys
- Raised awareness by preparing several marketing materials using Adobe Illustrator and Adobe Photoshop and speaking at webinars and events
- Managed branch communications and relations, established partnerships with other non-profits

#### Life Skills Consultant | M.O.S.A.I.C. | Burnaby | September 2018 - March 2019

- Saved \$4,000 and increased clients' knowledge of various subjects such as the Canadian education system by organizing and facilitating 16 workshops each with 20 participants
- Built and delivered 30+ computer classes (each with 20 participants) to help newcomer youth integrate into Canadian society through technology by teaching MS Office software along with email and internet etiquette
- Promoted leadership skills by creating the YOU.RE.CA! group with 15 members
- Increased awareness of challenges newcomer youth face by organizing four events (each with 50+ participants) YOU.RE.CA! presented to community also by writing confidentiality agreement and advertising events
- Raised awareness of violence and hate newcomers face by speaking at the City of Richmond's Diversity Symposium
- Received nomination for the BC Multiculturalism and Anti-Racism Awards