

WINTER VALENT

New York, NY | www.linkedin.com/in/wintervalent/

PROFILE

Focused and results-driven professional with expertise in financial models and analysis. Skilled in conducting primary and secondary research, data analysis, and synthesizing complex information to provide actionable recommendations for strategic decision-making.

PROFESSIONAL EXPERIENCE

DELOITTE CONSULTING

Austin, TX

Business Analyst, Global Fortune 50 Financial Services Institution

July 2021-May 2023

- Oversaw senior management in implementing and monitoring strategic initiatives, ensuring executive decisions were tracked and potential risks were mitigated, resulting in successful project progress and timely resolutions
- Developed innovative staffing models for financial planning to strategically prioritize technical capabilities and optimize resource allocation across diverse industries
- Created 16 dynamic KPI dashboards to track and enhance client's content management system adoption, live landing page performance, and optimize creative A/B testing and deployment

Product Analyst, Fortune 50 Health Insurance Provider

- Developed a strategic roadmap for client initiatives, meticulously planning project sprints to optimize operational workflows and drive future-state success, resulting in the opportunity to secure additional work.
- Led team onboarding and enhanced visibility across workstreams through regular status updates and project health checks, promoting client accountability
- Produced captivating monthly content for client leadership on sprint planning and project charter milestones, while spearheading a program-wide newsletter to streamline marketing processes across all stakeholders.

Cloud Migration Analyst, Specialty VR Hardware Manufacturer

- Led the development of a comprehensive business case, including an end-to-end project roadmap and staffing mode, to successfully meet the client's deadline for a \$1.9M SoW in the technical cloud landscape through strategic analysis
- Developed comprehensive detailed technical assessment process maps and RACIs to clearly identify responsible stakeholders and document operational workflows in a collaborate team-driven environment.
- Established financial tracking models to analyze resource utilization and reconcile anomalies within the forecasted financial model for high-level client leadership

STABOND

Los Angeles, CA

Process Consultant

August 2020-May 2021

- Extracted, cleaned, transformed and loaded multiple years of historical data into an MS Access Database
- Developed and implemented six dynamic SQL query-based automated forms to generate comprehensive sales reports and accurate product forecasts related to raw material procurement and procedures

SPOILED THREADS

Los Angeles, CA

Founder and CEO

March 2018-August 2020

- Founded, operated, and scaled an e-commerce business with 20K+ in revenue, 12K+ in profit, and 2K+ in donated aid
- Analyzed key KPIs and underserved consumer segments to execute strategic marketing campaigns and optimized conversion funnels that achieved conversion rates upwards of 3.5% and a 2.7x ROI ad spend.

JONNY COTA

Los Angeles, CA

Business Development Intern

June 2019-January 2020

- Outlined & executed business plans and operation frameworks as part of their global partnership with Amazon
- Increased e-commerce conversion rates by 4.3% and reduced international fulfillment operation disconnects by 6%

EDUCATION

University of Southern California, Viterbi School of Engineering

Los Angeles, CA

Bachelor of Science in Industrial and Systems Engineering, Minor in Entrepreneurship

May 2021

Cumulative GPA: 3.57 | Major GPA: 3.86

Honors: Outstanding Senior Design Capstone Project, USC Marshall NVSC Finalist, Renaissance Scholar, USC Dean's List

Relevant Coursework: Project Management, Supply Chain Optimization, Database Systems, Statistics, Feasibility Analysis

CERTIFICATIONS & SKILLS

Certifications: AWS Certified Cloud Practitioner, Microsoft Certified: Azure Fundamentals, Advanced Google Analytics

Programming, Design, Planning: HTML5/CSS3, JavaScript, PHP, Figma, PowerPoint, JIRA, SAP Fieldglass, Agile-Scrum

Data Analysis: Python, SQL, R, Tableau, PowerBI, Excel Proficiency (Intermediate: Solver, Data Analysis, Vlookups)

Interests: Traveling, bouldering & hiking, streetwear fashion design & manufacturing