SAYO SANU

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EDUCATION

CARNEGIE MELLON UNIVERSITY, Pittsburgh, PA   2018 – 2019
Master of Information Systems Management (concentration in Business Intelligence & Data Analytics)
- President, CMU Product Management Club
- Coursework includes:
  - Data & Analytics: Machine Learning, Advanced Business & Unstructured Data Analytics
  - Business & Management: Developing as a Leader, Strategy Development, Applied Econometrics
  - Systems & Design: Distributed Systems, Co-Designing for Social Innovation, Network Optimization

HOWARD UNIVERSITY, Washington, DC   2008 – 2013
Dual BSE/MBA Degree: BSc, Chemical Engineering & Master of Business Administration, *magna cum laude*

WORK EXPERIENCE

BLACKBET HOLDINGS (1st African online gaming startup)**,** Lagos, Nigeria   2017 – 2018
Product & Marketing Manager
- Led growth effort for new African markets, determining priority markets, growth and product strategy, roadmap to provide best-in-class mobile gaming experience
- Converted ~20% of users to paid customers within 3 months of launch in Nigerian market
- Increased UK & Ireland customer signups by ~140% and grew paid customer conversion from ~41% to 57% by implementing new marketing strategy

DELOITTE CONSULTING LLP, McLean, Virginia   2013 – 2016
Consultant (2015 – 2016), **Business Technology Analyst (2013 – 2015)**
- Facilitated real-time discovery of IT assets and security vulnerabilities on the network of $90B financial services company by redesigning 30+ enterprise-wide IT asset acquisition, retirement, and disposal processes
- Managed 30+ personnel across multiple business units of $9.7B company. PMO lead for business transformation initiative to consolidate financial reporting and reorganize employees
- Resolved $2M+ benefits overpayments issue by conducting user transaction review and analysis using SQL
- Created proprietary BI pricing tool in Tableau to be deployed across multiple clients. The dashboard provided insights into customer data, cost drivers and sales performance for different product lines
- Conducted assessment for 9 ITIL processes at $23B company. Developed a $100M+ business case with 54 initiatives to address gaps between current and target maturity
- Developed customized target state data model with key attributes from 5 ISO IDMP standards to facilitate the exchange of medicinal product data among stakeholders including regulators and suppliers

PROJECTS

- Analytics dashboard: developing data integration architecture to enable real-time performance monitoring on critical systems (e.g. POS system) at $136B retail chain
- Loan default predictor: used machine learning models tuned on recall and accuracy to estimate loan risk
- Recipe generator: built distributed Android application that provides recipes based on user input via an intermediary RESTful cloud webservice. Maintained application log in NoSQL database and displayed operational analytics on web interface dashboard
- Distributed blockchain: built distributed application with blockchain available over SOAP and REST webservices
- Analytics operations: wrote script to conduct analytics on large input files using MapReduce & Spark jobs in Java

TOOLS & TECHNICAL SKILLS

- Skills & Techniques: Predictive Modeling, Structured & Unstructured Data Analysis, Strategy Development, Data Visualization, Project Management, Business Process Modeling
- Programming: Java, SQL, Python (packages: NumPy, pandas, SciPy, Matplotlib, keras, Scikit-learn, TensorFlow), Big Data Technology (Hadoop, Spark, Kafka)
- Machine Learning: Linear & Logistic Regression, Naïve Bayes, Decision Trees, Random Forests, Recurrent & Convolutional Neural Nets, Ensemble Learning, SVM, KNN, Clustering (k-means, GMM), Dimensionality Reduction (t-SNE, PCA, IsoMap)
- Tools & Applications: Tableau, Google Analytics, Google Tag Manager, Adwords, Sketch, Figma, MS Azure, AWS, Stata, Minitab