M. Sarib Haroon

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Highlights

- Designed Angie's List's executive management dashboard, used as key decision-making resource by the company.
- Increased Angie's List's partnerships revenue by $1M+ through developing a new pricing model to value contracts.
- Developed Streamline Health's contract management system in Salesforce.
- Managed an RFP to close a $1M sales deal for DoubleMap.
- Prepared Double Map's due diligence items for investors, resulting in company receiving a buyout offer.

Education

California State University East Bay, Hayward, CA   Expected Dec 2018
MS, Business Analytics (MSBA)   **GPA 4.0**

DePauw University, Greencastle, IN   May 2016
BA, Economics, Minor: Computer Science   **GPA 3.88**

Skills

Programming Languages: Python, Java, R, SQL
Business Intelligence Applications: PowerBI, Tableau, Salesforce, JMP, Advanced Excel
Statistics: Regression, ANOVA analysis, Optimization models
Big Data: Hadoop, Pig, Hive
Finance: Financial modeling, Financial statements, Budgeting
Professional: Writing, Presenting, Communication, Research, Problem solving

Professional Experience

Business Analyst, **Angie's List, Inc.**, Indianapolis, IN   June 2016 – June 2017
- Created executive-level dashboard in Power BI used by the COO to manage the overall health of the company.
- Designed detailed reports to gain insight into the company's $300M+ revenue, 6M+ members, and 10M+ reviews.
- Constructed a financial model to price partnership contracts to increase revenue by over $1M.
- Performed ad hoc financial modeling and SQL reporting for many business units.
- Delivered presentations to convey reporting insights to top executives including CEO and founder Angie Hicks.

Financial Analyst Intern, **Streamline Health, Inc.**, Atlanta, GA   June 2015 – Aug 2015
- Reduced time to produce financial reports by 50% through creating dashboards and reports in Salesforce.
- Leveraged Salesforce to automate recurring tasks such as updating revenue and generating expense reports.
- Replaced old contract management system by creating a Salesforce object to manage the company's client contracts.
- Prepared and updated internal company financials, such as budgeting and profit & loss reports.

Business Development Intern, **DoubleMap, Inc.,** Indianapolis, IN   Jan 2015 – May 2015
- Developed financial models for client profitability analysis facilitating a 10% to 15% profitability increase from clients.
- Worked closely with executive management on presentations and due diligence for investor visits.
- Created product cost proposal in response to a Request for Proposal (RFP) for a $1M deal.

Professional Projects

Energy Spend Analytics, Integrated Building Solutions (IBS)   April 2018 – present
- Developed and executed imputation method to clean hourly energy data for an IBS client (150,000 + rows of data).
- Built an algorithm to rank the efficiency of the buildings by incorporating key efficiency metrics in the algorithm.
- Designed and presented dynamic PowerBI dashboard to the company that visualized building efficiency ranking.

Honors and Awards

- Phi Beta Kappa (Academic Honor Society)   May 2016
- *Summa Cum Laude,* DePauw University (Graduated top 5% of my class)   May 2016
- Outstanding senior Economics major at DePauw (Frank T. Carlton Academic Award)   April 2016
- Outstanding junior Economics major at DePauw (Randal L. Wilson Academic Award)   April 2015