

NICHOLAS RUNYAN

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PROFESSIONAL SUMMARY

Strategic business-intelligence and data analytics architect with 8+ years of experience developing data-driven solutions that improve organizational performance, workforce efficiency, and executive decision-making. Expert in SQL, Tableau, Python, AWS, and Excel with proven success designing scalable analytics infrastructures, optimizing reporting pipelines, and transforming complex datasets into actionable insights.

CORE SKILLS & TOOLS

Data & BI Tools: SQL, Tableau, Excel, Python, AWS

BI & Analytics: ETL Processes, Data Warehousing, Performance Dashboards, Forecasting Models

Leadership: Cross-Functional Team Leadership, Mentoring, Stakeholder Engagement

Operations Strategy: Workforce Optimization, Risk Mitigation, CapEx Alignment, Reporting SLAs

CERTIFICATIONS

AWS Certified Solutions Architect – Associate (2025)

AWS Certified Data Analytics – Specialty (2024)

Salesforce Administrator – In Progress

PROFESSIONAL EXPERIENCE

Business Development Officer — VFI Corporate Finance

Sep 2024 – Present

- Closed \$500K–\$38M financing deals by collaborating with senior leadership across multiple sectors.
- Implemented Salesforce Sales Cloud improvements that increased pipeline visibility and deal-conversion efficiency.
- Developed and executed data-backed outreach strategies converting high-volume cold leads into formal engagements.
- Built executive-level client relationships using analytics to strengthen long-term retention.

Solutions Architect — RunPy Cloud Consulting

Aug 2023 – Present

- Designed cloud-based BI and analytics solutions for SMB clients using AWS Connect, Amplify, and Lambda.
- Created serverless proofs of concept integrating Next.js front end with AWS S3 and Lambda.
- Led R&D project “Gamer Coach AI,” utilizing Python, computer vision, and LLMs to generate analytics summaries.

Workforce Management Team Lead — Bluevine

Jan 2023 – Aug 2023

- Directed BI initiatives optimizing workforce dashboards and reduced report turnaround time by 90 percent.
- Built forecasting models improving headcount accuracy by 50 percent, aligning staffing with business growth.
- Partnered with HR, Data Engineering, and Operations teams to refine KPIs and ensure data-quality governance.
- Mentored analysts and enforced data-consistency standards across departments.

Senior Workforce Management Analyst — Bluevine

Apr 2021 – Jan 2023

- Automated ETL pipelines supporting performance scorecards and resource-planning dashboards.
- Drove centralized reporting adoption and promoted self-service analytics through role-based dashboard access.
- Provided data-driven recommendations aligning staffing capacity with CapEx and forecasting targets.

WFM Long Term Forecasting Senior Analyst — Goldman Sachs

Oct 2020 – Apr 2021

- Building and maintaining an enterprise resource planning model central to long term hiring, budgeting and business enhancement prioritization.
- Simulating various "What-if" scenarios determining staffing requirements for business decisions and strategies.
- Incorporating advanced forecasting models which identified additional variables/drivers for staffing requirements.
- Researching overall volume drivers based on customer request types and channels of choice.

Operations Analytics Reporting Analyst — Goldman Sachs

Jan 2019 – Sep 2020

- Designed operational BI dashboards tracking productivity, accuracy, and risk across departments.
- Helped establish company-wide data-warehouse standards for frontline operations.
- Delivered analytics supporting workforce-promotion strategies and leadership decision-making.

Additional Roles: Workforce Management Analyst (2018) | Savings Specialist (2017–2018) — Goldman Sachs

EDUCATION

Bachelor of Science in Economics — Arizona State University | Dec 2017 | GPA 3.2