NICHOLAS RUNYAN

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PROFESSIONAL SUMMARY

Strategic business-intelligence and data analytics architect with 8+ years of experience designing scalable BI solutions, optimizing reporting pipelines, and delivering executive-level insights. Expert in SQL, Tableau, Python, AWS, and Excel with a proven record of transforming complex datasets into actionable intelligence that improves profitability, efficiency, and decision-making.

PROFESSIONAL EXPERIENCE

Business Development Officer — VFI Corporate Finance

Sep 2024 – Present

• Closed $500K–$38M financing deals through executive collaboration.

• Improved Salesforce pipeline visibility and deal conversion efficiency.

• Converted high-volume cold leads using data-backed outreach strategies.

Solutions Architect — RunPy Cloud Consulting

Aug 2023 – Present

• Designed AWS-based BI and analytics solutions for SMB clients.

• Built serverless data-governance proofs of concept using Lambda and S3.

• Led AI analytics R&D initiatives using Python and LLMs.

Workforce Management Team Lead — Bluevine

Apr 2021 – Aug 2023

• Led BI and workforce analytics, automating dashboards and ETL to cut reporting turnaround 90%.

• Built headcount forecasting models, improving accuracy 50% and aligning staffing with CapEx.

• Defined KPIs, enforced data governance, and partnered cross-functionally to deliver trusted analytics.

Additional Roles: Bluevine —Senior Workforce Management Analyst (2021-2023) | Goldman Sachs — WFM Long Term Forecasting Senior Analyst (2020-2021), WFM Analyst (2019), Savings Specialist (2017–2018)

EDUCATION/ CERTIFICATIONS

Bachelor of Science in Economics — Arizona State University (2017)
AWS Certified Solutions Architect – Associate (2025) | AWS Certified Data Analytics – Specialty (2024)

EXPERT-LEVEL SKILLS

Analytics & BI: SQL, Tableau, Python, Excel, AWS, ETL Processes, Forecasting Models | Leadership: Cross-Functional Leadership, Mentoring, Stakeholder Engagement. | Operations Strategy: Workforce Optimization, Risk Mitigation, CapEx Alignment, Reporting SLAs