

## Lilato Lisulo

Lusaka, Zambia | +260974053948 | [lisulolilato@gmail.com](mailto:lisulolilato@gmail.com) | [lilatolisulo.com](http://lilatolisulo.com)

---

## SUMMARY

Skilled Capital Markets Analyst and Data Analyst with expertise in financial modeling, data analysis, and IT solutions. Proficient in Python, SQL, Power BI, and cloud-based asset management systems. Adept at automating ETL pipelines, designing interactive dashboards, and providing actionable financial insights. Passionate about leveraging data for strategic decision-making and investment analysis.

---

## SKILLS

- **Data Analysis & Visualization:** Power BI (PL-300 Certified), Python, SQL, Excel, STATA, SPSS
  - **Financial & Capital Markets Analysis:** NPV, IRR, XIRR, Sensitivity Analysis, Cash Flow Forecasting
  - **ETL & Automation:** Python (Pandas, NumPy), SQL, NoSQL, Cloud Computing, API Integrations
  - **Business Intelligence & Reporting:** KPI Dashboards, Trend Analysis, Customer & Market Insights
  - **Software Development & Asset Management:** CRM, IT Support, Role-Based Access Control
- 

## WORK EXPERIENCE

### Capital Markets Analyst

*Nectar Equity – Atlanta, USA (Remote) | Oct 2024 – Present*

- Developed **pricing models for loan sales**, conducting NPV and IRR calculations to **optimize investment strategies**.
- **Built financial models** leveraging Python and Google sheets to **analyze cash flow, risk exposure, and portfolio performance**.
- **Automated due diligence** workflows by **integrating Google Sheets with Quickbase**, reducing underwriting turnaround time by 45% and improving data accuracy
- **Developed an AI-based data validation script** in Google Sheets that auto-detected and corrected inconsistencies, **improving data accuracy by 35%** and **reducing manual cleaning efforts**.

## Data Analyst

*FSI Outsourcing – Lusaka, Zambia | May 2024 – Present*

- **Automated ETL pipelines** using Python and SQL, reducing manual data processing by **80%**.
- Designed and deployed a **cloud-based asset management & ticketing system** for 350+ employees.
- **Created interactive Power BI dashboards** for a multinational fish distributor, improving data-driven decision-making that resulted in an increase in profits by 6%.

## Senior Support Specialist

*Yango Deli – Lusaka, Zambia (Remote) | Mar 2023 – May 2024*

- Provided **technical support** to restaurant chains across Lusaka, troubleshooting software and hardware issues.
- **Managed CRM integrations**, ensuring accurate tracking of client interactions and resolution effectiveness.
- **Collaborated with IT & QA teams** to enhance system integration and **improve data integrity**.

## Data Analytics Graduate Trainee

*Red Black Ventures – Lusaka, Zambia | Aug 2022 – Mar 2023*

- **Developed financial models** for investment evaluation, incorporating statistical methods and hypothesis testing.
- **Leveraged SQL for data extraction & analysis**, identifying cost-saving strategies and profitability trends.
- **Created reports using Excel**, presenting actionable insights to senior management.

---

## PROJECTS

### Financial Forecasting & Risk Analysis

- **Developed an automated portfolio risk assessment model in Excel**, integrating Python scripts with Goal Seek and conditional formatting to enhance risk detection, minimize human error, and improve investment decision-making efficiency.

### Cloud-Based Asset & IT Ticketing System

- Designed and deployed a **scalable system for asset tracking and IT support**, utilizing **MySQL, PHP, and JavaScript**.

- Implemented **role-based access control**, ensuring **secure data handling** for 350+ employees.

### Sales & Performance Dashboard

- Developed **Power BI dashboard** to analyze regional sales data, increasing **revenue forecasting accuracy by 30%**.
  - Utilized **DAX for complex KPIs**, enabling **real-time business intelligence insights**.
- 

## EDUCATION

### The Copperbelt University, Zambia

*Bachelor of Science in Economics | Sep 2018 – Sep 2022*

- **Relevant coursework:** Statistics, Corporate Finance, Data Analysis, Econometrics and Mathematical Economics.
  - Active member of the **Debate Club** and **Data Science Training Programs**.
- 

## CERTIFICATIONS

- **Microsoft Certified: Power BI Data Analyst Associate (PL-300)**
  - **Python for Data Science and AI Development – IBM**
  - **Data Science Math Skills – Duke University**
  - **Managing Big Data with MySQL – Duke University**
  - **Excel Skills for Business Specialization – Macquarie University**
  - **Critical Thinking for the Information Age – University of Michigan**
- 

## LANGUAGES

- **English:** Native
  - **Russian:** A2 Elementary
  - **Nyanja:** B2 Upper Intermediate
- 

## TOOLS & TECHNOLOGIES

- **Programming:** Python, SQL, Excel (VBA), JavaScript, PHP
- **Data & BI:** Power BI, DAX, STATA, SPSS, MySQL, NoSQL
- **Cloud & IT:** DigitalOcean, AWS, CRM Systems, API Integrations