

# Sonam Datok

Toronto, ON / New York, NY

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## EXPERIENCE

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### **Planning Intelligence Group** *Technical Solutions Engineer* Toronto, ON Jan. 2025 – Present

- Designed analytical systems and data models to track funding allocation, project performance, execution constraints, and reporting quality across multi-stakeholder environmental programs.
- Built reporting workflows and decision-support tools that monitored KPI trends, resource usage, and geographic activity across distributed operations and client initiatives.
- Structured and migrated **60,000+ records**, improving data reliability and reducing processing time by **40%** for reporting, audit readiness, and planning decisions.
- Automated data pipelines and dashboards used to synthesize large datasets into client-facing recommendations, operational updates, and executive-ready outputs.
- Integrated ArcGIS and site-level data to support geographically distributed analysis, monitoring, and scenario-based decision making.

### **Hint Lab** *Business Analyst & Shopify Developer* Toronto, ON Aug. 2023 – Dec. 2024

- Analyzed sales, inventory, customer, and fulfillment data to identify key performance drivers, improve operational decision making, and support growth planning.
- Drove **623% order growth** and over **\$253K** in revenue by refining channel strategy, conversion funnels, and performance reporting.
- Built KPI dashboards and Excel-based models to support forecasting, inventory planning, exception tracking, and weekly business reviews.
- Evaluated product and channel performance using funnel and cohort-style analysis to prioritize spend, inventory allocation, and operational focus.

### **UpBeing** *Full-Stack Developer Intern* Toronto, ON Aug. 2022 – May. 2023

- Built internal tools to monitor user behavior, application performance, and operating metrics, supporting data-driven product and business decisions.
- Improved backend efficiency and reliability for reporting pipelines, data processing, and system performance.
- Partnered with product and operations teams to define workflows, document requirements, and deliver features against evolving priorities.

## EDUCATION

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### **Toronto Metropolitan University** *B.Eng. Computer (Software) Engineering* Toronto, ON

## PROJECTS

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### **Capital Ops** *Independent Project*

- Built a full-stack analytics platform for evaluating public companies on capital allocation and operating efficiency using normalized financial data, peer benchmarking, and scenario analysis.
- Designed deterministic financial models for revenue growth, operating margin, free cash flow margin, capex intensity, and cash conversion, ensuring formulas were transparent and traceable.
- Developed bull, base, and bear scenario workflows plus peer-comparison dashboards to simulate outcomes, benchmark performance, and support investment-style recommendations.
- Implemented the platform with **Next.js, TypeScript, FastAPI, PostgreSQL, DuckDB, Python, and SQL**, emphasizing data integrity, reproducibility, and clear presentation of quantitative insights.

## SKILLS

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- **Financial & Analytical** Financial statement analysis, scenario modeling, peer benchmarking, KPI reporting, forecasting, dashboarding, data integrity, quantitative problem solving
- **Programming & Data** Python, SQL, JavaScript, TypeScript, PHP, FastAPI, Next.js, PostgreSQL, DuckDB
- **Tools** Excel, PowerPoint, Tableau, Power BI, ArcGIS, Jira, Git
- **Business & Communication** Presentation development, cross-functional stakeholder management, workflow design, executive-ready reporting